





CHEMIST AND DRUGGIST

MAY 3 1969

You have Savlon right where you want it!



Exclusively in the chemist's shop

The nationally advertised brand leader





As a result of the acquisition of Thawpit Ltd. by Izal Ltd.

IZAL LTD

An Announcement

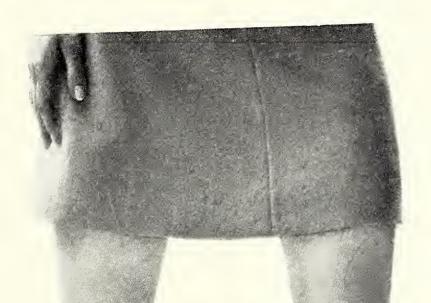
THAWPIT PRODUCTS

The Sale, Distribution and Invoicing of the following Thawpit Products will be transferred to IZAL LTD. from Monday, MAY 5th, 1969. Izal Representatives will then be pleased to take orders for:—

Thawpit Spot Remover and Spot Kleeners.
Thawzone Bleach and Dry Bleach.
Delafine Bath Salts and Crystals.
Delafine Cologne and Toilet Water.
Avena Bath Crystals.
Plus White Nylon Whitener.
Thawpit Carpet Shampoo.
Doby Washing-up Liquid.
R.I.D. DDT Powder.

IZAL LTD. THORNCLIFFE, CHAPELTOWN, SHEFFIELD S30 4YP

Telephone: Ecclesfield (0741 5) 3171 Telex 54-220

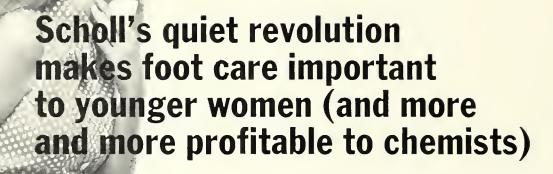


As skirts get shorter - and feet and legs become more noticeable-men have been privileged to witness the greatest revolution in the appearance of woman since the first ankle was brazenly sported in Edwardian drawing rooms. But, alongside this major mini revolution, a quieter one has opened up an immensely profitable market to chemists: Scholl's quiet revolution in the foot and leg care field. For the chemist who has enthusiastically stocked Scholl in all three segments of this market (foot and leg preparations, elastic hosiery and footwear) the rewards have been great. For those who have taken advantage of only one or two, opportunities still remain. The backing Scholl is currently giving in advertising and sales promotions in 1969 has never been greater: guarantees bigger volume of sales, bigger profits for you.





Scholl's quiet revolution



Something has happened to the foot care market in the last three years. In original and topical advertising campaigns to millions and millions of women, Scholl have been talkingnot of painful feet-but of "blemished" feet. Women of all ages-perhaps for the first time in history-are now conscious of their feet. And doing something about them. Scholl have

extended their range to include modern foot toiletry products. The enormous activity in product and advertising terms has led to a growing return on foot care counter space; growing turnover, growing profits. The quiet revolution in foot care represents one of the major growth markets for chemists. It is being built-virtually exclusively-by Scholl.

Hallo foot! Hallo foot! Hallo foot! State of the control of the

Scholl build markets...

The spearhead of a revolution: "Hallo Foot" advertisements in dominant full page size in every major popular woman's magazine in Britain: half page advertisements, too, on products like Foot Refresher Spray, Foot Beauty Cream and Zino Pads in the same magazines: newspaper support for Formula SI and Onixol. The activity is immense: the rewards, for chemists can be impressive too.

Scholl's quiet revolution makes elastic support hosiery big business for chemists

Scholl's vigorous promotion of Nylastik lightweight and Soft Grip standard weight elastic stockings has given chemists the opportunity to cover more than 90% of all the requirements of doctors and customers with just these two brands in a small range of standard sizes. Because they're such high quality, Nylastik and Soft Grip almost invariably lead to repeat business: and it is repeat business which builds real profit in this field. Your customers will be so satisfied with Scholl Elastic Hosiery, they'll come back again and again. Naturally Scholl will replace a stocking without question but requests for replacements are very rare indeed, thanks to Scholl's rigorous quality control.

...and business...for chemists



The advertising support Scholl give to their elastic support hosiery is unprecedented in this field. Not only heavy campaigns in the largest circulation women's magazines, but specialised campaigns directed at doctors, midwives and pregnant women, have made Scholl undisputed leaders of the market: an exclusive market Scholl make very rewarding for the pharmacy.

Scholl's quiet revolution makes profitable chemist's lines out of leisure footwear!

Scholl Exercise Sandals - or "Scholls" as they are often called - perhaps symbolise the quiet revolution most aptly of all. Immensely successful, they are at one and the same time, completely feminine and acceptable to young women - and yet beneficial to feet. And because they're basically therapeutic, they're completely acceptable as a chemist's line. Scholl Driving Casuals for women and menalso have the authority of the Scholl name behind them: sell particularly well in pharmacies which display them with the wood and leatherlook Exercise Sandals: offer real growth potential when treated in this way.



Exercise Sandals - in full colour pages in women's magazines, in a saturation cinema campaign - a massive advertising programme directing people to chemists. Driving Casuals for women strongly advertised too in Women's weeklies and monthlles: for men in newspapers, quality Sunday papers and motoring magazines. Both types of footwear represent a powerful profit boost in 1969,



change of distribution

As from 1 May 1969

Macarthys Pharmaceuticals Limited become United Kingdom distributors for

NOVO INDUSTRIA/S



Macarthys Pharmaceuticals Limited Chesham House Chesham Close Romford RM1 4JX

ndré Phili

HAIR LACQUER FOR THE NEW NATURAL LOOK

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from any processing problem & we mean any! Fencolour are geared to handle all the unusual as well as the usual jobs:

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'VERLOG' SURGICAL ELASTIC HOSIERY MARK

Registered Brands: VERLOSHEER, VERLOFABRIK, VERLONET All qualities approved under N.H.S.

TRUSSES, SUSPENSORY BANDAGES, ETC THOS. GLOVER & SON, LTD., CARLTON, NOTTINGHAM Tel.: 248227 (2 lines)

'Grams: Verlog, Nottingham



The famous Calabrian (Italian) brand Licorice

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Perutz offer: lower capital investment; bigger margin; customer savings; and, of course, superb quality

The 1969 offer on Perutz Gold Star Film just can't be beaten. Never before has it been possible to offer such an attractive deal to film retailers on an established branded film.

Low price Perutz Gold Star means you pay less to start with—that means a lower Capital investment than ever before! It means a bigger profit—bigger, how would you like to get up to over 32%. We know you would. And it means a saving on the recommended retail prices to

your customers. Get the message—here are the prices. Perutz Gold Star 35mm 36 exp 29/4; 35mm 20 exp 19/11; 126 PAK 20 exp 19/11; 120 and 127 roll—15/3 and brand new Peruchrome Super-8-30/6. (all rec retail).

And that's not all.

This year the support for you is greater than ever. Full page colour advertisements in all leading photo journals, and a merchandising/film dispensing unit for higher sales turnover.

PERUTZ

Gold Star Colour Film cuts the cost of creative colour





Nationally distributed by Hanimex 15-24 Great Dover St., London, S.E.1.

We've raised the importance of the problem in a big way...



...and cut the price of the solution!

Bidex spray will now retail at only 8/11 (as against 11/3) and Bidex 12-sachet pack will be only 5/2 (as against 5/10). And now there is an entirely new sachet pack at only 2/11.

Big daring price cuts, made possible because Bidex sales will climb following the biggest most daringly outspoken campaign ever. In a fantastically fast-growing market, full of profit promise for you.

Full-page ads. In full colour. In big magazines like

Woman's Own, Honey, She, Petticoat, True Story, 19. It's the first really honest campaign on this difficult subject. It will have women talking. And buying.

So make it easy for them. Put Bidex in a self-service display position. So that they don't have to ask. (Remember tampons?)

And just see how your sales go shooting up!



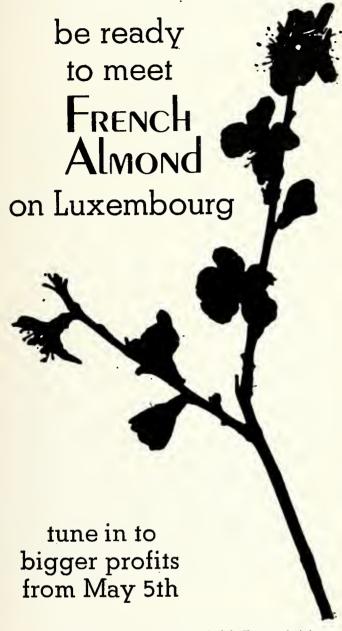
The one developed by Swiss Gynaecologists.

So you have never sold TIGHTS!



Why don't you give them a try and send for a trial 3 dozen (One dozen of each shade) in our Free Counter Dispenser Unit. Takes up the minimum of counter space (only $9\frac{1}{2}$ " x $11\frac{1}{2}$ ") yet makes an eye catching point of sale display your customers won't be able to resist. Take advantage of our 6 weeks' Trial money back guarantee terms.

To Sunarama Ltd., Sunarama House, 72/74	Eversholt Street, London, N.W.I. Telephone: 01-387 9838
I enclose £10.14.6. Please send carriage paid, 3 dozen One Size tights in Free	Name
Counter Dispenser Unit.	Company
I enclose 7/6. Please send sample pair of One Size Tights and details of other	Address
Sunarama fashion tights and stockings.	



Three commercials a night. Four nights a week. For four weeks. That's our plan to boost your sales for French Almond even higher.

Tying in with the radio debut we're introducing the French Almond Travel Trio-three delightful mini bottles of Puffer Talc, Splash Cologne and Hand Cream. Fits snugly into a suitcase or handbag ... and at a recommended retail price of only 18/6d.

Your Roberts Windsor representative will show you the Travel Trio when he calls. Or by all means order direct.

THE HOUSE OF ROBERTS WINDSOR 14 Pall Mall, London, S.W.1. Tel: 01-930 2057

> French Almond Perfume · Spray Mist Presentation Perfume · Skin Perfume Bath Oil · Milk Bath · Puffer Talc Hand Cream · Hair Spray Toilet Soap · Splash Cologne Velvet Smooth Body Lotion · Travel Trio



CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetics, and allied industries Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 191

May 3, 1969

No. 4655

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LEEDS, LS16 6HX: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Year Book and Buyers Guide, £5. Single copy 2s. 6d. (including postage).

ABC MEMBER OF THE AUDIT BUREAU OF CIRCULATION

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WIN a wonderful holiday in ZURICH

Many other valuable prizes

Order now the K2r Stain Lifter display pack illustrated above (cost 36/6d. retail price of contents 54/6d.). It will be sent at once direct or through your wholesaler. At the same time you will be supplied with an entry form for K2r's 'ORDER OF IMPORTANCE' Competition.

K2r offers you:

- 333% retail margin off high value product
- Good promotional literature Attractive point-of-sale display units
- Heavy consumer advertising support, Woman's Own, Woman, Readers Digest 'Chemist-style' packing, consumer tested
- Invoicing through chemists' nominated wholesaler
- Established public demand

To BROCAPHARM LIMITED, Trend House, Byfleet, Surrey. Please supply a display pack of K2r, price 36/6d, and send me an entry form for K2r's 'ORDER OF IMPORTANCE' Competition.
Name
Business
Address
Wholesaler
Signature

Even more automatic than an "automatic"

the Minolta Autopak 500 selling



It has a built-in light meter which automatically sets the camera for perfect exposure

It has automatic flash-fires the flashcube automatically-when the light is too dim

It's instant load (Kodapak cartridge films)

It has simplified zone focusing which also automatically sets exposure for flash

It has superb f/2.8 Rokkor 4-element lens

It has splendid modern styling

It has the MINOLTA name and all the craftsmanship this implies

The Autopak 500 is just one of the world-beating range of Minolta Cameras which you will want to stock, which almost sell themselves.

For further details write to:

Dept. 9230, Japanese Cameras Ltd., 50 Piccadilly, Tunstall, Stoke-on-Trent.

A Photopia International Company

London Showroom: 235/241 Regent Street, London, W.1

NEW MINOLTA MARKETING PLAN

Now Minolta products are to be sold only through Authorised Minolta Stockists and Dealers. Ask for details of this new scheme, find out how you can qualify to profit from the Minolta Autopak 500—and the rest of the MINOLTA MAGNIFICENT range.



Volume 191

MAY 3, 1969

No. 4655

What the Training Levy May Be

0.5 PER CENT. PROPOSED FOR RETAILERS

THE Distributive Industry Training Board has proposed an initial levy of 0.5 per cent. of payroll.

Companies whose total amounts to annual payroll, including working directors' fees, less than £5,000 will not be required to pay the levy but will be invited to contribute voluntarily, and thereby to derive the benefit of the Board's grant scheme. £2,500 will be subtracted from the levyable payroll before the percentage is calculated. For example, the employer would pay, on a payroll of £10,000, 0.5 per cent. on £7,500 (£37 10s.). If the Secretary of State for Employment and Productivity approves the levy, levy notices will be sent in due course to those employers whose particulars are registered with the Board. Such employers will also be invited to apply for grant in accordance with the interim grant proposals (see C. & D. March 22, p. 251). Employers wishing to claim grant, but whose particulars are not on register will be encouraged to do so and asked to provide the information necessary for the calculation of levy.

Unsupervised Dispensing

FEES ALONE WITHHELD

THE Secretary of State for Social Services has directed the Inner London Executive Council to recover from a contractor dispensing fees amounting to £293 2s. 9d. paid in respect of prescriptions dispensed between May 13 and August 31, 1966. The local Pharmaceutical Service Committee, investigating a conviction of the contractor for selling scheduled poisons not under the supervision of a pharmacist, had inferred that the respondent was in breach of his Terms of Service because prescriptions had been dispensed when no pharmacist had been employed. The Committee recommended, and the Executive Council agreed, that the total amount paid the respondent (£1,132 9s. 11d.) during the period should be withheld. The Secretary of State agreed that the failure to employ a pharmacist could be deemed to nullify the contract with the Council, so that the Council was under no obligation to make any payment for prescriptions dispensed, but accepted the respondent's submission that the N.H.S. had received

the full benefit of the materials, etc., dispensed. Although the Council further submitted that an on-cost element was included in ingredient costs, the Secretary of State made the above direction.

Value-added Tax

DO RETAILERS WANT IT?

A VALUE-ADDED tax might be beneficial if its introduction were accompanied by the abolition of selective employment tax and other "discriminatory" tax regulations, said Mr. P. J. Mortlock in his presidential address to the National Chamber of Commerce at Blackpool on April 28. Mr. Mortlock warned however, that it would involve considerable administrative expense and the financial records of many small businesses would have to be considerably improved before any benefits could be obtained from the system. V.A.T. had the support of a large part of the manufacturing industry and

appeared to be in favour with the Conservative Party. It had been suggested that the tax should be applied only up to the wholesale stage, and that retailers should be subject to a separate form of turnover tax. "We must beware lest, in our desire for simplification, we again find ourselves losing tax advantages that are available to other industries." In practice it would be advisable to give the smaller business the choice of opting for the payment of a fixed levy and foregoing the advantage of tax remissions, but it should be a choice, not an arbitrary discrimination against the distributive and service industries.

L-Dopa in Parkinsonism

NEED FOR MEDICAL-QUALITY SUPPLIES THE time has come when drug companies should be encouraged to produce L-dopa in an acceptably pure form, says the *British Medical Journal* in a leading article (April 26). There is said to be convincing evidence that the drug is likely to constitute a major advance in the management of Parkinsonism, and that it is probably most effective in those patients whose disease is not significantly influenced by currently available surgical and pharmacological methods of treatment. "Unfortunately



LOOKING TO THE FUTURE: Mr. A. L. Margerison (deputy town clerk of Swindon), third from left, with a group of directors and executives from Roussel Laboratories, Ltd., inspecting a model of the company's premises now under construction in the town (see p. 384). From left are Messrs. M. D. Simnionds (who is to be general manager), G. E. Powderham (financial director), K. H. R. Collard (managing director), R. O. Atkinson (technical director), Dr. F. Fried (head of research and development) and Mr. B. J. Skinner (who will be works manager).

this substance is available in Britain only as a chemical reagent; it is expensive, and the preparation now in use may contain a greater percentage of impurity than would be acceptable to the Committee on Safety of Drugs." It is stated that many neurologists are already under pressure from their patients to prescribe the drug "and they are reasonably entitled to ask why it is not yet generally available in Britain." [Laboratory quantities of Ldopa were recently prepared by the Wellcome Foundation, Ltd., for a British trial (see C. & D., April 19, p. 356) but the company is not at present able to go into commercial production.—EDITOR.]

Sunlamps and Soaps

REPORTS BY WHICH?

"WE are disturbed by the number of hazards we found in sunlamps" states a report in the May issue of Which? After examination of thirteen lamps of both carbon arc and mercury vapour types the report recommends choosing from three — the Barber Healthmaster which passed all tests, was one of the more powerful lamps and gave good distribution of radiation; the Philips Ultraphil, which also passed all tests but was a weaker lamp with less even distribution, and the Wotan Ultra Vitalux with a similar performance to the Ultraphil but needing care not to break the exposed bulb. The Wotan's instructions say keeping the eyes closed or wearing sunglasses would be sufficient protection for the eyes. Which? warns readers to ignore those instructions. Among faults found were misleading wiring (a fourth, unused lead being fitted), samples of lamps un-earthed, and in one case not double insulated, and exposed heating elements. The carbon arc models needed adjust-ment of the carbons, which could be live even if the lamp was switched off if wired incorrectly. Which? would like to see lamps fitted with a time switch

to prevent burning if the user dozed off. The nature of ultra-violet radiation, method of use and possible benefits of sunlamps are also discussed. In the same issue is a table of the sixteen cheapest varieties of soap available in order of cheapness.

Those Bonus Offers

CAN BE A "SNARE AND DELUSION"

THE most difficult task of stock control is self-discipline by the buyer, and while bonus offers appear attractive they can often be "a snare and a delusion." So says "Pharmacy" (No. 7 in the retail stock management series of booklets issued by the British Productivity Council, Vintry House, Queen Street Place, London, E.C.4, price 7s. 6d.), published on April 28. The booklet, prepared in collaboration with the National Pharmaceutical Union, adds that, in the average retail pharmacy, the greatest loss of potential profit is in the stock room. If return on eaptial invested is lower than it ought to be, that is most likely to be due to inadequate control of the stock position. Stock on the shelves, which is not turning readily, represents unproductive capital; it would be better invested elsewhere. The booklet gives examples of stock cards and how to re-order economically.

Medicinal Chemistry

ADVANTAGES OF NEW TECHNIQUES

THE Society for Drug Research held a medicinal chemistry symposium at Chelsea College of Science and Technology, April 15-17, attended by 250 research workers from pharmaceutical, industrial and academic laboratories. Lectures were given on modern chemical theories and techniques by experts from Britain, Canada and the United States. It was said that new theories and instrumental techniques could be highly informative on the nature of drug action, revealing the groups on a

drug molecule that formed a complex with its receptor, the nature of the interaction and the geometry of the receptor. The techniques included nuclear magnetic resonance spectroscopy, quantum mechanical calculations, linear combinations of free energy related parameters and regression analysis. The unique properties of water and its importance in all biological processes was stressed. Ten short communications were presented illustrating the lectures. The third day was devoted to eight papers on a variety of topics including studies on the constituents of hashish, a new series of schistosomicides, oxotremorine antagonists, the site of action of morphine-like analgesics, and new N-phenylindo-line antidepressants.

Health and Beauty Goods

GROCERS "COULD GIVE BETTER CHOICE"

THE suggestion that supermarkets and other self-service food stores should double the amount of space given over to health and beauty items is contained in a new survey. The survey, sponsored by thirteen manufacturers under the aegis of the Institute of Food Distribution, was presented at the institute's annual convention in Brighton April 28-29. Currently grocers account for 31 per cent. of sales of health and beauty aids (£74 million), representing a growth of about 20 per cent. over the past five years. The report also said: "The main reasons for not buying from grocer outlets is the lack of availability of a wide range of health and beauty items in grocers and a general low level of awareness of the items that are stocked. . . . To take advantage of the sales and profit opportunities, the food industry must think in terms of doubling the amount of space given over to such items."

Vehicle Loading

"LAW TOO INFLEXIBLE," SAY FREIGHTERS

EXTREME concern at practical problems arising from the new vehicle loading regulations has been expressed to the Ministry of Transport by the Freight Transport Association. The Association points out that companies involved in retail distribution, where the vehicle starts out full and is then unloaded from the rear at different shops, are having to underload by up to 7 per cent. If they did not do so, weight transfer as the vehicle was unloaded, would mean that when half empty the vehicle would be overloaded on the front axle, although it had been within all weight limits when it left its depot fully loaded.

IRISH BREVITIES THE REPUBLIC

Two youths who pleaded guilty in Dublin district court on April 16 to breaking into five eity dispensaries and a pharmacy at Galtymore Road, Drimnagh, Dublin, in February and March and to stealing drugs, told the court "Send us anywhere you like so long as we can get cured." They were sentenced to six months' imprisonment with the recommendation that they should be confined to the hospital wing.

A Master's Degree in Hospital Pharmacy

HERIOT-WATT UNIVERSITY PIONEERS A NEW DEVELOPMENT

THE first Master's degree course in Britain designed specifically for the further education of hospital pharmaeists in the main subjects of their professional work is being offered by Heriot-Watt University, Edinburgh, from October. The course combines formal instruction with a research project and leads, by full-time or part-time study, to the degree of M.Sc. in hospital pharmacy. Applicants must be graduates of a British university with first or second-class honours in pharmacy, or hold equivalent qualifications, and should preferably have hospital experience. The course may be completed by part-time study for two calendar years with attendance at the University for two days each week, or by one calendar year of full-time study. For part-time students, lectures are given during the first year in pharmaceutical technology, pharmaceutical quality control, applied pharmacology and hospital administration. Where appropriate, the lectures are supported by laboratory and tutorial elasses. Candidates are assessed on their course work and by written examinations at the end of the first year (in September). During the second year, each student undertakes a research or development investigation, if possible into a problem that has arisen in his hospital experience. The project is reported in the form of a dissertation or thesis at the end of the second year (in September) and is examined orally. Although the project is based on the University it may often be appropriate for part of the work to be undertaken in a hospital. For full-time students the eourse work and project proceed coneurrently during one ealendar year. Fees for full-time students are £75 plus special facilities fee of £325; for parttime students, each year £40 plus special facilities fee of £160. Graduates wishing to apply for admission in October should write as soon as possible to the head of the department of pharmacy (Professor A. R. Rogers), Heriot-Watt University. 79 Grassmarket, Edinburgh, 1, EHI 2HJ.

NEWS IN BRIEF

A LORRY loaded with 390 flasks of mercury was stolen in Rotherhithe, London, on April 25.

New rates for bandages, cotton wools, standard dressings, gauzes and lints are included in the May revision of prices in the Scottish Drug Tariff.

the second successive year 15,000 free paper bags with mottoes aimed at preventing accidental poisoning are being distributed to chemists at Halesowen, Worcs.

New regulations dealing with the safety measures to be taken in con-nection with lifts in premises subject to the Offices, Shops and Railway Premises Act come into force on May 28. Requirements are imposed on the construction, maintenance and examination of such lifts. The Regulations (S.T. 1968, No. 849) also require liftways to be enclosed and to be provided with gates fitted with safety devices.

A TWO-YEAR study of the possible relationship between tyramine and other amines occurring naturally in foodstuffs and hay fever asthma, eczema and other allergic states is being undertaken at the Brompton Hospital, London, with the aid of a grant from the Wellcome Trust. The study is under the supervision of Professor J. Pepys (Institute of Diseases of the Chest) and Dr. Edda Hanington (assistant secretary, Wellcome Trust). Dr. Hanington recently showed that tyramine can precipitate migraine attacks.

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY BRANCHES

Blackpool .-- President, J. Molyneux; Presi-Blackpool.—President, J. Molyneux; President-elect and Social Secretary, M. B. Hastings; Treasurer, H. Rigby; Assistant Secretary and Press Officer, Miss L. I. Anderson; Secretary, A. S. Smith, 8 Blackpool Road, Great Carleton, Poulton-le-Fylde, Blackpool, Lancs, (tel: 0391 2 3489).

Plymouth. — Chairman, D. Millington; Vice-Chairman, W. F. E. Eustace-Pedlar; Treasurer, J. J. Trice; Social Secretary, A. A. Allen; Secretary, A. G. M. Madge, I Saltburn Road, St. Budeaux, Plymouth, Devon (tel: 0752 31832).

Sheffield.—Chairman, S. Durham: chairman, C. M. Wragg; Treasurer, D. W. Slinn; Secretary, W. F. Patterson, I School Lane, Baslow, Bakewell, Derbys. (tel: 0246 88

PHARMACEUTICAL COMMITTEES

Middlesex.—Chairman, J. K. Westerman; Vice-chairman, A. King; Treasurer, R. H. Rowson; Secretary, J. Anderson Stewart, 6 Southampton Place, London, W.C.2. (tel: 01-242 8512). PHARMACEUTICAL SERVICE COMMITTEE: W. J. F. Laxton; R. H. Rowson; J. K. Westerman; T. J. Mapstone; H. G. Moss and S. I. Turner. Moss and S. J. Turner.

NATIONAL PHARMACEUTICAL UNION

Blackpool.—Chairman, Mrs. A. Greenwood; Vice-chairman, R. Stuttard; Secretary, Miss L. I. Anderson, 18 Topping Street, Blackpool, Lancs. (tel: 0253 24278).

SPORT

EDINBURGH CHEMISTS' GOLF CLUB. An outing was held over Gullane No. 1 course recently.

Results: Eli Lilly prize, J. Ferguson (10), 70.

Best scratch score, J. Ferguson, 80. No. 1

section, T. Johnson (10), 71. No. 2 section, Section, 1. J. H. Scott (18), 75.

PHARMACEUTICAL
R

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY. New Captain is Mr. R. Fairclough. GOLFING

TOPICAL REFLECTIONS

By Xrayser

Council Election

We are on the eve of choosing, from a field of eighteen candidates, the seven who are to fill the vacancies on the Council of the Pharmaceutical Society. I have sometimes pondered — fruitlessly, I must confess — about the voting habits of the electorate. Do they, for example, study the statements of policy in detail, together with the record of those standing, deliberating carefully over a week or two before casting their votes? Or, with Macbeth, do they feel that if it were done when 'tis done, then 'twere well it were done quickly? In the latter event, the returns might be higher and the final result bear less resemblance to a Gallup poll. A reading of the policy statements shows that all are alive to the principal issues of the times - the need for a planned pharmaceutical service; the importance of the regulations concerning the Medicines Act, 1968; the impact of the Noel Hall report, and its effect on the future of hospital pharmacy, and the dissatisfaction of all over the frustrating delay, despite constant pressure, to have the question of rural dispensing settled in accordance with the appreciation of the pharmacist's rôle expressed by Mr. Kenneth Robinson. In general, then, the objectives seem to be commonly understood. All that remains for the elector is to decide which of the eighteen candidates seems to be the most suitable for the task in hand. What seems to me to be desirable at this stage is to be represented by a Council that will uphold and extend the high professional standing which is being slowly but steadily achieved. That, above all, demands a dignified approach. In that regard I am not impressed by the tone of the election addresses of some of those who are making a collective appeal, one of whom asks for - indeed demands — a vote for himself and his six Chemists' Action Group friends. The mature outlook of some of those stigmatised as "elders at the helm" seems to me to be more likely to achieve more lasting results. Age is, after all, a relative matter. Of those in the middle, I hope that electors will not overlook the sterling worth of Messrs. J. B. Grosset and J. P. Kerr.

Reward for Good Handwriting

Co-operation between doctor and pharmacist is always held out as most desirable in the interests of both and of the patient. That the co-operation may, on occasion, have appeared to be a little one-sided (if I may be permitted the apparent contradiction) is beside the point. Now, it seems, from the report of an address given by Dr. Richard Doll (director of the Medical Research Council Statistical Research Unit at University College Medical School, London (p.360) the pharmacist may be asked, in the public interest, to co-operate once more. What is required is information on drug reactions based, for preference, on a study of medical practitioners' Health Service prescriptions. There is, it seems, a drawback to this scheme, in that the age of the patient would not be recorded in the normal course, and that the patient's address might not be legible. The speaker put forward two possible solutions to the problem. The first was that the doctor might be encouraged (for an additional fee) to write the details clearly. (An alternative, which did not apparently occur to Dr. Doll, might have been to deduct a sum from the capitation fee if the writing was illegible, thus ensuring that there would be no additional cost to the Exchequer and might, indeed, be some easing of the pressure on our hard-pressed finances.)

Second Solution

The other solution suggested was that the pharmacist might be asked to ensure that the patient's identity was recorded legibly. There was, as reported, no reference to a fee for the pharmacist's elucidation of what, to others, might seem unreadable. It might even be that the information came into the pharmacist's possession only by asking a direct question of the customer — a situation that does not add to the confidence of the patient, who could not be blamed for wondering if the medicine itself was what had been ordered. The admission of Dr. Doll confirms what every pharmacist knows — that bad medical calligraphy is an irritation, a timewaster and a positive danger.

REFORM IN DISPENSING ARRANGEMENTS REFUSED BY MINISTER

Rural Doctors Win the Day

THE Department of Health on April 25 gave its long-awaited verdict on dispensing by doctors in rural areas. Signed by Mr. Richard Crossman (Secretary of State for Social Services), the letter addressed to the chairman of the Central National Health Service (Chemist Contractors) Committee and to the vice-president of the Pharmaceutical Society of Great Britain, said that because of disagreement between the doctors and pharmacists he had decided "to maintain the status quo" and therefore was not willing to amend regulation 27 of the N.H.S. (General Medical and Pharmaceutical Services) Regulations. The effect of his decision is to continue to permit doctors in rural areas to dispense medicines under the same provisions that applied in 1911 when the National Insurance Act of that year became law. Under that regulation a doctor could dispense medicine for a patient who lived more than one mile from the nearest pharmacy.

Grave Concern

The letter followed a meeting on April 23 of representatives of the Pharmaceutical Society, together with representatives of the Central N.H.S. (Chemist Contractors) Committee with Mr. Crossman, Mr. Crossman announced his decision at the meeting. The representatives of pharmacy expressed grave concern and pointed out that the status quo was undoubtedly detrimental to pharmacy. They also made it clear that they considered that the proposed amendment, with the setting-up of dispensing committees, would ensure that the situation in each area of the country was considered on its merits and that there was no question of the interest of the public being overlooked.

At that time it was expected that the announcement would be made in Parliament during the coming week. It was therefore decided on April 24, that a joint letter on behalf of the Society and the Central N.H.S. (Chemist Contractors) Committee should be sent by hand to the Prime Minister.

This read:

"We write on behalf of our colleagues in Pharmacy to tell you of our grave concern at the decision of the Secretary of State for Social Services to permit doctors in rural areas to continue to dispense medicines, under Regulation 27 of the National Health Service (General Medical and Pharmaceutical Services) Regulations. This decision, which he concedes was taken without regard to the merits of the case, will hasten the closure of pharmacies and thus deprive many local communities of a comprehensive pharmaceutical service.

Regulation 27 permits a doctor to dis-

Regulation 27 permits a doctor to dispense medicines for those of his patients who live more than one mile from a pharmacy. This 'one-mile rule', which was introduced as long ago as 1911, is an

anachronism in the health scene in Britain today. It breaches the fundamental principle that each profession in the National Health Service should perform the function for which its members were trained; it destroys the economic viability of many pharmacies; and, in many instances, it undoubtedly imposes upon the public a second-class service in medicines, where prescriptions are dispensed by receptionists and other totally unqualified staff.

Three years ago the Ministry of Health issued a draft amendment to the Regulation. That draft resulted in agreement to abandon the 'one-mile rule' and to set up local committees to decide, in the light of local circumstances, which patients should still be able to obtain medicines from doctors, on the sole criterion that they would otherwise have serious difficulty in obtaining them from a pharmacy because of distance or inadequacy of communications. The committees were to comprise three doctors, three pharmacists, and three lay members, so ensuring that the public interest was safeguarded.

public interest was safeguarded.

This simple and democratic structure represented Government policy at that time. It was publicly supported by the then Minister of Health, who expressed the view that, in principle, patients' interests generally would be better served if their dispensing was done by a competent and well-stocked pharmacist, rather than by an overworked doctor. It could hardly be in the patients' best interests, he said, if the doctor's judgment about treatment was coloured by the drugs he happened to have in stock. Few doctors, he added, could provide as wide a range of drugs as the average pharmacy.

The proposed amendment had the backing of the medical profession's representatives, until doctors in the rural areas launched their campaign against it.

We cannot but feel that you will appreciate our surprise and anger that the campaign has succeeded in convincing the Secretary of State that he cannot proceed to the amendment unless he is supported by the medical profession's representatives. We deplore the fact that he should allow himself to be persuaded, as a result of a clamour by a minority of doctors, to refuse, in effect, to allow pharmacists to practice the profession for which they were trained, and to deny the public the first-class service to which they are entitled.

We appeal to you most earnestly to reseind the decision taken by the Secretary of State for Social Services."

Minister's Letter

The text of Mr. Crossman's letter mentioned above was:

"I am writing to confirm what I said in my recent discussion with representatives of the pharmaceutical profession about dispensing in rural areas.

As I explained to you then, negotiations had started some years before I took over with the object of reaching an agreed solution. At one time it looked as though there was every prospect that the agree-

ment reached by my predecessor with both sets of negotiators would be ratified by the medical as well as the pharmaceutical profession. In the event, however, the medical profession as a whole were not prepared to ratify the agreement. I regard this as a regrettable development.

In this situation I have only two alternatives—either to impose a change without the agreement of one of the professions or to maintain the *status quo*. With some reluctance I have concluded that I should do the latter. The substance of the present regulations, will stand.

However, I very much hope that changes in the view currently held by the medical profession may in due course make it possible to put into effect the proposals which have been made to them; and I would be prepared to reopen negotiations on any alternative proposals on which there was a prospect of reaching agreement with both professions."

Society's Comment

Commenting on the Department's announcement the Pharmaceutical Society said:

Society said:
"The Secretary of State, in a letter to the Society, described the doctors' refusal to ratify the agreement as 'a regrettable development'. In the Society's view, it is deplorable that a noisy campaign by dispensing doctors has been allowed to frustrate the introduction of a reform designed to benefit patients. The case for the reform is that the rural areas are entitled to the eomprehensive pharmaceutical which only a pharmacy can provide. Increasingly they are being denied that service, as doctor-dispensing forces the closure of pharmacies by depriving them of prescriptions and thus destroying their economie viability.

The public should know the facts: that few dispensing doctors stock as wide a range of drugs as the average pharmacy; that pharmacists are subject to the official drug-testing scheme, whereas doctors are not; that the role of the pharmacist as a check against prescribing errors is important — and occasionally vital — to the protection of the public; and that dispensing at the doctor's surgery is often the responsibility of the receptionist or other totally unqualified staff."

Speaking at Croydon on April 25 MR. J. P. KERR (chairman, Practice Committee, Pharmaceutical Society) said: "Mr. Crossman's decision not to impose the agreement is in practice a submission to the clamour of the militant minority. It is a victory for militancy, coupled with threats, over a a reasoned agreement on the justice of the pharmacists' claim. Mr. Crossman has ignored the interests of the rural public. In a letter to the Prime Minister we have urged him to intervene; and I would remind him that Mr. Crossman's weak attitude does little to give credence to Mr. Wilson's claim of positive government."

Addressing the Brighton and Hove Branch of the Society, at Lewes on

April 30, Mr. J. C. BLOOMFIELD (a member of Council) said: "I cannot disguise my anger at the Minister's refusal to amend the dispensing rules so as to permit rural pharmacists to practice their profession. Clearly implicit in the terms of his refusal is an admission that Pharmacy's claim is just and should be met. He knows where justice lies, but rather than uphold it he chooses to abrogate his own executive responsibility. I can only describe his action—or more correctly, his inaction—as a masterly performance in vacillation . . . The most serious conclusion to be drawn from

the Minister's observations is that reasoned and convincing argument is not enough for Whitehall. The Council of the Society, and the profession itself, must therefore ask: 'What more is required of us to succeed?' This is a question to which the Council will give priority at their meeting next week. For the moment, all I can tell you is that members of Council will un-doubtedly insist upon a plan of action to secure the justice to which rural pharmacists have been proved to be entitled. The whole profession has suffered an affront, and the whole profession must fight to erase it."

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

IT was too early to say when the enquiry into the restrictions imposed by manufacturers upon retail outlets would be completed by the Monopolies Commission. That information was given by Mr. E. Dell (Minister of State) in a written answer to Mr. HERBERT BUILER on April 25. The practice of refusing to supply was referred to the Commission during October 1968.

Prescription Charge Exemptions

Mr. Frank Allaun asked the Secretary of State for Social Services about the Salford Executive Council officers employed to check exemptions from medical prescription charges.

Mr. RICHARD CROSSMAN in a written answer on April 25 stated: In terms of whole-time equivalents, 0.75 clerical officers at an annual cost of about £700. Checks were completed on nearly 1,400 forms, and 14 patients were found not to have been entitled to exemption. The total amount recovered was £2 10s.

Contraceptive "Pill" for Men

BARONESS SEROTA (Minister for Health) answering the EARL OF ARRAN in the House of Lords on April 23 said a safe and proved oral contraceptive "pill" for men would no doubt be of value, but she was advised that substantial difficulties would have to be overcome before it could be developed. The Government did not feel justified in allocating public money towards research and development for that purpose, which would probably be "very costly."

One Drug: Two Names

Mr. PAVITT asked the Secretary for Social Services on April 28, if he would introduce regulations to prevent the proliferation of drugs and the increase of work caused to pharmacists and doctors, as instanced by the marketing of one new drug under the separate names of Rimactane and Rifadin. He also asked their respective

In reply to the first part Mr. Cross-MAN said he had no power to do that. The net ingredient cost per capsule supplied from dispensing packs was about 3s. 1d. for both products.

Rubella Vaccine

MR. L. PAVITT asked the Secretary of State for Education and Science what progress had been made in the

clinical trials of rubella vaccine.
MRS. SHIRLEY WILLIAMS (Minister of State) in a written answer on April 24 said: Extensive clinical trials of several types of vaccine are still proceeding in a number of countries and the results to date are encouraging. The United Kingdom trials have been in progress since October 1967, under the auspices of a joint committee of the Medical Research Council, the Health Departments and the Public Health Laboratory Service.

LEGAL REPORTS

Temporary Injunction Granted

GRETNA Laboratories, Ltd., Gretna Works, Burnley, Lancs, were granted a temporary injunction in the High Court on April 28, restraining Bellair Cosmetics, Ltd., New Road, Winsford, Ches, from infringing the trade mark Trend by using it in connection with the sale of a hair spray. Mr. Justice Graham said that Bellair had known in July 1968, that Gretna planned to market a product under the name Top Trend, but Bellair then took steps to have the mark Trend removed from the register on the ground of alleged nonuse over the past five years, and went ahead with the marketing of a hair lacquer in an aerosol under the name Trend. The defendants claimed there had been non-use of the trade mark because it had been used as Nu-Trend, but the judge considered that Gretna had made out a prima facie case that the addition of "Nu" had not substantially affected the identity of the mark. Bellair were in the position of having "jumped the gun" and had not waited to find out whether the trade mark was valid or not and had "bulldozed" their way into a market without establishing their legal rights. Gretna could only properly be protected by an injunction until trial of the action brought by Gretna for infringement or other order.

Fines for Drug "Experiments"

SEVEN youths pleaded guilty to a total of eighteen charges relating to drugs and were fined a total of £580 at Loughborough, Leics, magistrates' court recently. The prosecution stated that Stephen Taylor, a nineteen-yearold laboratory assistant, from Melton Mowbray, who pleaded guilty to stealing a quantity of dexamphetamine sulphate while working in a laboratory of Fison's Pharmaceuticals, Ltd., Lough-

borough had carried out "tests" and had concluded that one level tablespoonful of the drug was equal to twenty-five tablets. It was, in fact, seven times as much, and as a result one youth who took the drug died and five others were treated in hospital. Taylor was fined £50 for stealing the Taylor was fined £50 for stealing undrug, £30 for being in possession of it and £20 for selling it. Colin Clarke, Loughborough, aged eighteen was fined a total of £90 for receiving, possessing and selling the drug, and Anthony Moore, Loughborough, aged nineteen a total of £90 for similar offences. Roger Bryans, Loughborough, aged eighteen, was fined £40 for receiving the drug and £30 for possessing it and Hugh Axton, Loughborough, of similar age was fined a total of £90 for receiving, possessing and selling. Stephen Guest, Loughborough, aged eighteen and Malcolm Joyce, Shepshed, nr. Lough-borough, aged nineteen, were each fined £40 for receiving and £30 for possessing. Defending solicitor told the court that the youths had suffered a "dramatic shock" by the other youth's death and would not touch drugs again.

COMPANY NEWS

Previous year's figures in parentheses

MONSANTO CO., St. Louis, U.S.A. -Consolidated sales for the first quarter amounted to \$465.8 m. (against \$433.9 m. in the equivalent period of 1968). Net income was \$33.4 m. (\$27.7 m.).

COOPER, McDOUGALL & ROB-ERTSON, LTD.—Profit on trading for six months ended February 28 was £948,000 (against £950,000 in the same period of 1967 from sales of £10.5m. (£8.98m.). Net profit, aft from £307,000 to £293,000. Net profit, after tax, fell

CIBA LTD., Basle, Switzerland.-Group sales throughout world in 1968 in million Swiss francs totalled 2,655 (2,328) of which pharmaceuticals accounted for 1,071 (955). Europe accounted for 49 per cent. of the group's total sales and North and South America for 35 per cent. For research the group spent Sw. Frs. 233m. or 8.8 per cent. of sales, the parent's contribution represented 13'4 per cent. of its sales.

Meeting of Creditors

A. A. WHITE & CO., LTD., 176 Balaam Street, London, E.13.—Two men, who agreed to buy the company, trading as wholesale chemists, cannot now be traced, creditors were told at a meeting in London on April 23. The two men the official receiver would like to interview are Messrs. John Martin and Richard Martin. The official receiver said the company had debts of about £11,800 due to more than 100 creditors. Assets had been valued at £3,244. The company was formed in 1929 to take over Mr. Herbert Arthur R. White's already established business. Issued capital was £5,000. Mr. White sold his shares in the company in 1966 to Denis and George Edward Richardson for £10,000. The official receiver said he had been told by the two Mr. Richardsons, who are wholesalers in Manor

Park, that trading was not profitable and in 1968 they advertised the company for sale. On October 8 they met Mr. John Martin. He agreed to buy their shares for £9,500. He paid £2,000 down. The rest had never been paid, according to the Richardsons. The business was open under the control of Martins only until some time in November 1968. It appeared they then abandoned it. Subsequently the authorities seized and sold the majority of the stock on the premises. The goods realised £3,131. The company's account had also been garnished for purchase tax owing. Mr. K. R. Cork, 19 Eastcheap, London, E.C.3, was nominated as liquidator.

BUSINESS CHANGES

DENVER LABORATORIES, LTD., have removed to 5 Church Street, Aylesbury, Bucks (telephone: Aylesbury 85244).

GLENWOOD LABORATORIES, LTD., are on May 5 removing to 16 Swains Lane, Highgate, London, N.6 (telephone: 01-267 1224).

E. MOSS, LTD., have transferred their branch at Shepperton, Middlesex from 58 High Street to Thurlston Parade.

ENFIELD HIGHWAY CO-OPERA-TIVE CHEMISTS, LTD., have opened a pharmaey next door to their redeveloped premises in High Street, Ponders End, Middlesex.

APPOINTMENTS Directors

PFIZER GROUP.--Mr. M. William Roche (president and chief executive, Pfizer Co., Canada), is to succeed Mr. P. V. Colebrook as chairman and managing director, Pfizer Group, Sandwich, Kent. Mr. Roche began his career with Pfizer in 1953 as production supervisor and has held a number of senior appointments in both Canada and the U.S. He takes up his duties in June.

GLAXO LABORATORIES (IRE-LAND), LTD.—Mr. W. P. Mullen, M.P.S.I. (man-

aging director B.D.H. (Ireland), Ltd.), has been appointed a director of Glaxo Laboratories (Ireland), Ltd. Mr. Des Мигрһу been appointed to act as public relations officer for the Irish company.



Mr. W. P. Mullen

LTD. have appointed Mr. George Hardwell their managing director in succession to Mr. A. J. Smyth-Tyrrell, who has been promoted managing director, Baxter Fell Northfleet, Ltd. Mr. Smyth-Tyrrell will remain a director of Showrax, Ltd., retaining his particular interest in product design and development. Hardwell (previously marketing director), retains control of marketing, and is being assisted by Mr. H. W. Leech (sales promotion manager).

Executives

L. R. INDUSTRIES, LTD., have appointed Mr. V. R. Baylis their director of marketing (U.K.). Mr. Baylis who joined the company in 1967 was initially involved in new product development.

WELLCOME FOUNDATION, LTD., have appointed Messrs. E. Meacham, B.Sc. (Pharmacol.) and C. McIntosh, consumer marketing executives.

LENNIG CHEMICALS, (U.K. subsidiary of Rohm and Haas Co., Philadelphia), have appointed Mr. C. B. Pyle their deputy managing director from May I and Mr. A. N. Watson general sales manager as from April 1.



FOR PHOTOGRAPHIC PROWESS: Left, the FP4 challenge cup for amateur photographers; right the cup for members of the photographic trade, in foreground a prizewinner's presentation plaque in a new competition sponsored by Hford, Ltd., Hford, Essex. (see C. & D., April 19, p. 342).

PERSONALITIES

MR. W. F. E. EUSTACE-PEDLAR. M.P.S., has been elected chairman of Plymouth Executive Council. He is the third pharmacist to hold that office.

MR. J. ANDERSON STEWART, M.B.E., B.Sc., B.L., F.P.S., has been reappointed vice-chairman of the Enfield Group Hospital Management Committee.

MR. P. V. COLEBROOK, the resigning chairman and managing director of the Pfizer Group, Sandwich, Kent (see column 1) is to become managing director of Calor Gas Holding Co., Ltd. Mr. Colebrook joined Pfizer in 1952, was appointed managing director in 1958 and chairman and managing director of the Group in 1961. He became a vice-president of Pfizer International in 1967.

MR. GUSTAV AHRENS, a member of the board of the Agfa-Gevaert Group, has retired after forty years of service. Mr. Ahrens joined Agfa. AG. Leverkusen. Germany, in 1930 and, after a spell in South Africa, came to London in 1933 and a year later was appointed managing director of the British subsidiary. After the 1939-45 war Mr. Ahrens concentrated on re-building his company's world-wide business. With his English wife, whom he married in 1935, he intends to retire to his farm in England.

MR. J. WALSH, M.P.S., major accounts executive, Fisons Pharmaceuticals, Ltd., retired at the end of March. To mark both the oceasion of the retirement and Mr. Walsh's com-pletion of thirty years' service with

Fisons he received from Mr. J. Valentine (managing director of the company), a tea set and a cheque. At a private ceremony Mr. Walsh received a stereogram from his colleagues in the sales force. Mr. Walsh joined the then Genatosan Co. in 1938 as a medical representative, later holding area regional sales manager's posts.

DEATHS

BURNS.—On April 9, Mr. Charles Leslie Burns, M.P.S., 12 Highfield, Northwood. Middlesex. Mr. Burns qualified in 1931.

EGGINTON.—On March 13, Mr. Walter John Norman Egginton, M.P.S., Bull Ring. Sedgley, Wores. Mr. Egginton qualified in 1920.

GIBSON.—On February George Willis Gibson, M.P.S., 38 Sedlescombe Road, South, St. Leonardson-Sea, Sussex. Mr. Gibson qualified in

HOTTER.—On April 15, Mr. John Hotter, M.P.S., 4 Banbury Close, Westelloe Avenue, Spalding, Lines. Mr. Hotter qualified in 1921.

PEEL.—On March 30, Mr. Fred Peel, 370 Wakefield Road, Walton, Huddersfield, Yorks. Mr. Peel qualified as a chemist and druggist in 1924 and retired from the Register in 1968.

ROSENBAUM.—On April 13. Mr. Solomon Leslie Rosenbaum, M.P.S., 87 Lakeside Drive, Roath Park, Cardiff. Glamorgan. Mr. Rosenbaum qualified

EXPANSION PROJECTS

WORK on a new £2½-million pharmaceutical manufacturing and research complex which is now being built at Swindon for Roussel Laboratories. Ltd., has almost reach the half-way stage. It is scheduled to become operative in the summer of 1970. The move to Swindon will mean the closing of two of the company's existing plants in West London and it is expected that approximately 100 members of the London staff will transfer to Wiltshire. Staff members with their wives-about 200 people in all-attended a meeting at Wembley on April 24, at which Mr. A. L. Margerison (Swindon's deputy town clerk), talked about the town's amenities and plans for expansion, showed a series of slides to illustrate his talk and answered questions.



"MISS NORTH DEVON": Recently elected Miss North Devon, Miss Jill Pickard is a member of the clerical staff of William Oliver's (Rubber), Ltd. During her year of office Miss Pickard will be carrying out many local en-

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

COUNCIL CANDIDATES 1969

VOTING PAPERS IN: NOON MAY 23

ALDINGTON. F.P.S. Qualified 1934. A proprietor pharmacist in London. A member of Council since 1957. Immediate past president of the Society. Chairman Ethical Committee. A member, Committee on Planned Pharmaceutical Service, Pharmaceutical Advisory Committee of the Central Health Services Council: Joint Formulary Committee; British Pharmaceutical Conference Executive; and Franco - British Commission. Society's representative Parliamentary and Scientific Committee and observer for the Society on the Pharmaceutical Group of the Common Market (E.E.C.). A member of the Executive Committee, National Pharmaceutical Union (chairman 1956-57) and of the Central N.H.S. (Chemist Contractors) Committee; London Pharmaceutical Committee (chairman 1954-56); Inner London Executive Council (chairman 1963-66). A member of committee and a past-chairman, North Metropolitan branches of the Society and N.P.U. A mem-Tottenham group ber hospital management committee and Northeast Metropolitan Regional Board joint Consultative Committee for Hospitals. A member, London Committee for forthcoming 29th International Congress of Pharmaceutical Sciences, London, September.

John Edwin BALM-FORD. Qualified 1953. Served two years in Royal Air Force. Proprietor of three West Midland pharmacies. A member of Council since 1963. Chairman for three years of Society's adjudicating committee. Vice-president, Birming a m Pharmaceutical Association. A member of committee, Birmingham Branch, N.P.U. Vice-chairman, Derbyshire

Pharmaceutical Committee. A member, Derby Borough Pharmaceutical Committee.

Frank BATTERSBY. A rural proprietor pharmacist in Cambridgeshire. Qualified from Manchester University, 1948. Secretary of the Society's Cambridge, Huntingdon and District Branch and a Branch delegate to the Mercia Region. A member, Pharmaceutical Committee of Cambridgeshire and of the Isle of Ely Executive Council.

Arnold Heyworth
BECKETT, D.Sc.,
Ph.D., F.P.S., F.R.I.C.
Co-opted to Council in
1965, elected in 1966.
Chairman, Education
Committee. A member
of Committee, International Pharmaceutical
Federation, British
Pharmacopoeia, British
Pharmacopoeia, British
Pharmaceutical Codex,
Classification of Proprietary Preparations
(the Macgregor Committee) and Medical
Commission of the
International Olympic
Committee. Consultant
member, medical panel,
Federation of International Football Associations.

James C. BLOOM-FIELD, F.P.S., F.B.O.A. Qualified 1940. A proprietor pharmacist in Portsmouth. A past president of the Society. A member of the Poisons Board. Society's representative on Council of the International Pharmaceutical Federation, International Commission for the General Practice of Pharmacy, Advisory Committee on Drug Dependence, and committee of management, Chelsea Physic Garden. Chairman of the Organising Committee, International Scientific Congress, London, 1969. A past-chairman, Portsmouth Branch and Portsmouth and District Chemists' Association. past chairman and former secretary, Portsmouth and District Branch N.P.U. A member and former secretary of Portsmouth Pharmaceutical Committee. A member, Portsmouth Executive Council, board of governors of Portsmouth College of Technology, council of Proprietary Articles Trade Association. Treasurer and former president, British Society for the History of Pharmacy.

Dengar EVANS. Qualified in 1933. A proprietor pharmacist in Cardiff. Vice-chairman, Cardiff Branch of the Society and assistant secretary of the local N.P.U. branch. Sometime member of Cardiff city council and twice a party candidate.

Maxwell GORDON. A proprietor pharmacist in Leeds. Member of general practice subcommittee of the Pharmaceutical Society. Chairman, Yorkshire regional area. Vice-chairman, Leeds Pharmaceutical Committee. A past chairman Leeds and District Branch and Leeds and District branch N.P.U. A member of the Institute of Pharmacy Management.

John B. GROSSET, F.P.S. Proprietor pharmacist in Edinburgh. Qualified 1940. Diploma in Bio-chemical Analysis, 1947. A member of Council, 1959-68. A member of the Codex Revision Committee. A member of sub-committee on safety of drugs set up after the thalidomide tragedy and coauthor of minority report. A member, Scot-tish Health Services Council since 1958 (just reappointed). Chairman of the Standing Pharmaceutical Advisory Committee to the Scottish Health Services Council, and of Committee on Scottish Hospital Pharmaceutical Services which produced the "Grosset Report."







A. H. Beckett



J. C. Bloomfield



M. Gordon



J. B. Grosset



R. C. Burke Jones



W. H. Jones



Mrs. E. Lucas-Smith



C. C. Stevens



A. D. Vaughan

First elected to the Scottish Department Executive in 1951. Chairman, 1957. A past-chairman, Edinburgh and South-eastern Scottish branch. A member of the Edinburgh Executive Council for seven years. A past Seerctary, Edinburgh Pharmaceutical Committee.

Albert HOWELLS, F.P.S. Qualified 1927. Proprietor pharmacist in London. President of the Pharmaceutical Society. A member chairman, and past Dartford Branch. A member and past-chairman N.P.U. and founder chairman of its Dartford Braneh. member, Central N.H.S. (Chemist Contractors) Committee. Treasurer, Chemists' Sickness and Provident Society. Pastehairman, Kent Pharmaceutical Committee. A member, South - east Kent London and Executive Council. A member of Committee Pharmaceutieal "A,"

Whitley Council.

Richard C. Burke JONES, B.Pharm. Qualified in 1964. In general practice pharmaey in Brentwood. A member, Institute of Pharmacy Management.

W.H.JONES, F.B.O.A., Qualified 1941. A proprietor pharmacist in West London. A committee member, West Metropolitan Branches of the Society and N.P.U., Western Pharmacists' Association and Inner London Pharmaceutical Committee.

John P. KERR. A member of Council. Chairman, Practice Committee. A past-chairman, Northumbria Branch of the Society and Newcastle Branch of N.P.U. A member of the local Pharmaceutical Committee.

Michael MILLWARD, B.Pharm., Graduated 1961. Registered 1962. Has worked in overseas sales and as medical and veterinary representative. Is now a self-employed pharmacist in general practice.

Rita G. PORTER. Graduated from Nottingham University. Has worked in company pharmacy. At present in private retail pharmacy.

Enid LUCAS-SMITH, B.Pharm., F.P.S. Owns two pharmacies in Slough and Amersham, Bucks. Immediate past-chairman, Slough and District Branch of the Society. Secretary, Slough and South Bucks Branch, N.P.U. A County Councillor for Buckinghamshire. A member Buckinghamshire Pharmaceutical Committee. A fellow, Institute of Pharmacy Management.

C. C. STEVENS, Ll.B., F.P.S., Barrister - at - Law. A past-chairman, Stockport and District Branch of the Society. A member of Council. Chairman, agricultural and veterinary sub-committee. A member of

couneil. Institute of Pharmacy Management. A past-president industrial pharmacists' section, International Pharmaceutical Federation; a member, Franco-British Commission. Legal member of expert working group United Nations. member, Chemical Industries Association committee on dangerous substances. A visiting lecturer to schools of pharmaey at Bath, Bradford, Leicester and Liverpool. Chairman, Macclesheld and District Hospital Management Committee. A member, Manchester Regional Hospital Board.

Albert D. VAUGHAN.
Qualified in 1937. A
proprietor pharmacist
since 1950. Managing
director of a small
wholesale and manufacturing company since
1948. A member, Inner
London Pharmaceutical
Committee. A committee member, Metropolitan Branch of the

Society, West London branch of N.P.U. and Western Pharmacists' Association.

Ithel H. WILLIAMS, D.B.A. Qualified 1933. A proprietor pharmaeist. A past-secretary and chairman, Western Pharmaeists' Association and the West Metropolitan Branches



of the Society and N.P.U. Secretary and a past-ehairman. Greater London Pharmaceutical Association. A member and past-chairman, London Pharmaceutical Committee; Inner London Executive Council.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Psychotherapeutic Agent. — A new speciality Sinequan (brand of doxepin) that becomes available to the medical profession from Pfizer, Ltd., Sandwich, Kent, on May 5, is presented as 10-mg capsules, opaque-red in colour and coded SQN10; as 25-mg capsules, opaque-blue cap/opaque-red body and coded SQN25; and as 50-mg capsules opaque-blue in colour and coded SON50. Each capsule contains doxepin hydrochloride equivalent to 10, 25 or 50 mg of doxepin. Sinequan is described as a safe and effective psychotherapeutic agent for the treatment of patients with a wide range of psychoneurotic disorders where anxiety and/or depression are prominent symptoms. Dosage varies from 30-300 mg daily in three divided doses. Sinequan should not be administered to patients with glaucoma or to patients who may be expected to experience problems of urinary retention. Packs are bottles of 100 and 500 10-mg and 25 mg and bottle of 100 50 mg.

To Suppress Lactation. — A new synthetic oestrogen in tablet form announced by William R. Warner & Co., Ltd., Eastleigh, Hants is designed to simplify the problem of inhibiting lactation in the post-partum period to a degree never before thought possible. The product Estrovis (quinestrol), is an orally effective oestrogen with fewer side-effects, it is claimed, than commonly used oestrogens. It is stored to a considerable extent in body fat and is slowly released to provide a sustained oestrogenic effect. Clinical trials in the United Kingdom involving



more than 7,000 patients have indicated a low incidence of side effects. Estrovis is contraindicated in the presence of known or suspected carcinoma of the breast or reproductive organs, Estrovis is presented as pink biconvex tablets (diameter: 5/16 in.; debossed "W" on one side and "Estrovis 4" on the other) each containing 4 mg of quinestrol. The product is supplied in pack of twenty for dispensing one at a time for inhibition of lactation or in pairs for suppression of lactation. It is subject to the provisions of schedule 4B.

Providing Fat in the Diet.—A new specialised formula that was introduced at the Royal Society of Health Exhibition in Eastbourne (see p. 394) is medium chain triglyceride oil for use in cases of fat malabsorption. The formula is described as a mixture of triglycerides produced from medium straightchain (mainly C8 and C10) fatty acids. Triglycerides have been found of value in a number of fat malabsorption syndromes including steatorrhoeas, pancreatic diseases, ileitis, post-operative gastrectomy, hyperlipaemia and atherosclerosis. MCT oil is intended to provide the fat in the diet in those and

similar conditions in both adults and infants. The pack is a 1-kg tin. The product is not at present prescribable on EC10 forms but is now being made available at short notice for cases for which it is required. It may be ordered from Trufood Creameries, Wrenbury, Nantwich, Ches, or through wholesalers.

BEVERAGES



NEW LOOK: For the new presentation of Phosferine tonic wine the makers, Physferine Products, Ltd. have made a complete departure from the old labelling. For the new 20-oz size (two sizes are discontinuedl, the manufacturers wanted a label that would place more emphasis on the prinduct's appeal as a wine. without disguising its medicinal purpose (the old lonk was felt more appropriate to the medicine chest than the sideboard). The design, by THM Design Consultants, Ltd., in three colours, with enpy in white from a dark wine ground, A third colour, pink, is used for the bright spot enclosing the diagrammatic representation of a hunch of grapes.

Home Wine-making. — To provide the amateur vintner with an opportunity of making table wines for less than 3s. a bottle. Superwine Spanish grape-juice concentrate (pack 18s.) for red and white wines are marketed by Continental Wine Experts, Ltd., North Walsham, Norfolk. Sold with wine

yeast, the concentrate requires only the addition of sugar (about 1 lb.) and water to make the equivalent of six bottles of wine.

COSMETICS AND TOILETRIES

Spray After-Shave.—Rayette-Fabergé Inc., Ridge Way, Iver Bucks. have introduced Brut spray lotion (aftershave) (49s, 6d.).

Four new lipsticks (swivel 3s. 11d.; push-up 2s. 6d.) by Henry C. Miner (Myram Picker, Ltd., Hook Rise, Surbiton, Surrey) are launched "to gleam lips sunnily gold." Colours are pinky beige, sugary pink, coral pearl and "punchy" pink. "See-through" Gold Lipsticks.

Pink "Sea Nymph" Lipstick. — To complete the range of products needed to produce their Richard Blore "Sea Nymph" make-up scheme, L. Leichner (London), Ltd., 436 Essex Road, London, N.1, have introduced a Leichner Innocent Pink lipstick (10s. 9d.) — "a soft fragile dusky pink slightly pearlised to give that extra sheen.

For Use in Minor Skin Disorders.-A new range of products available of bath sachets, shampoo and soapless bar is Aveeno-Bar, Acnaveen Bar-Sebaveen shampoo, Aveeno Colloidal Oatmeal (bath), Aveeno Oilated (bath), for use in a variety of minor skin disorders. Sole United Kingdom distributors are Dales Pharmaceuticals, Ltd., Power Road, Chiswick. London. W.4.

Sun-tan Oil.—A protective oil containing an ultraviolet-light screen has been made available by Helena Rubinstein, Ltd., 3 Grafton Street, London, W.1. The product (11s. 9d.) encourages a longer lasting tan and helps prevent the skin from drying out. The pack is a lightweight unbreakable plastic bottle with finger loop.

Dry and Greasy-hair Variants. — Two new additions to the Polyset range (1s. 10d. each) are for dry and for greasy hair. There are also six coloured versions (2s. each). During the sell-in, the makers, Lambert Chemical Co., Ltd., Chestnut Avenuc, East-

A QUINTET OF **NU** PRODUCTS

Details announced of N.P.U.M. launches coinciding with NU-day (May 5)

AS stated last week (p. 371) five new products or packs from N.P.U. Marketing come on sale from May 5.

A Sunpure range of fruit drinks (orange, lemon and lemon barley at 2s. 6d.; lime at 3s.) has been introduced to recenture for pharmacy a significant "to recapture for pharmacy a signifi-cant share of this huge market" (value of retail sales in 1967 was £55m.). The aim has been to combine top quality with highly competitive pricing. The products are made by a modern comminution process whereby whole fruit, including peel, is ground to liquid. The drinks are in non-returnable glass bottles.
"Big value" N.P.U. naíl polísh re-

mover is offered at a volume/cost ratio considerably in advance of those currently available. The bottle (3s.) holds 105 cc and its special "sprinkler neck" remains plugged until it reaches the consumer.

NU-Deal twin-pack toilet (1s. 6d.) has a film wrapper in four colours, and floor-standing dump bins have been prepared to reinforce the point-of-sale impact.

An economy size pack of NU-soft cotton puffs has been introduced; it contains approximately 100 puffs and retails at 2s. 6d.

In a new direction N.P.U.M. are launching a complete range of colourreversal, colour-negative, cine and black-and-white films which are being introduced in two test areas at the end of May (forward orders from May 5). The films are being distributed in their respective areas, by Butlers of Leicester and Ferryman's of Southampton, and processing is being carried out at Nu-Labs Laboratories in North London; exposed film will be collected daily. N.P.U.M. executives expect the packaging to dominate members' "camera corners." On the colour film packs predominantly black cartons carry four-colour "iris" symbols on all faces. Members outside the test areas are being advised how to carry out

LABELLED TO **ATTRACT**

Nail varnish remover in counter display

Four new fruit drinks

A range of photographic films

A twin-pack toilet roll

And (not shown), an 'economy' pack of cotton puffs







processing for customers who have bought Nu-films in the Leicester or Southampton areas. All processing work undertaken gives members a full third on return.

leigh, Hants, are supplying to the retailer a permanent "dispenser" unit that displays all nine versions of the now complete range.

"New Dimension" in Fragrance. — Described in those terms, Estee "super" perfume (£8 and £14) by Estee Lauder, Ltd., 18 Davies Street, London, W.1, is a "young, fresh 24-hour fragrance with three to five times the lasting power of any perfume known until now." It has a high-keyed top note against a rich, sensuous background. Estee "super" Cologne (£4 12s. and £7 15s.) comes in oval bottle in celestial-blue box, patterned with a deeper blue.

Lip Gloss Kit. — Mary Quant Cosmetics, Ltd., Chelsea (distributors; Myram Picker, Ltd., Hook Rise, Surbiton, Surrey) offer "Mary Quant's Lip Gloss-up Kit" (11s. 10d.) containing Lip Glosser in smooth white mirror case plus Titch Lipstick, a trial-size swivel in a choice of colours (soft bare pink; pearly, brighter pink; pearly Bloomin' Red; and pearly brown-pink Terra Firma) in a glossy see-through acetate kit.

Spray Cologne for Men. — An addition to the Hardy Amies' collection of good grooming products for men is a refillable spray Cologne (44s.; refill 22s.). The bottle is in blue glass with



gilt metal spray unit and cap. The carton pack carries the Hardy Amies blue and white check design. Retailers ordering three complete and three refills receive a compact counter display stand, showcard and tester spray. Manufacturers and distributors are Hardy Amies (Perfumers), Ltd., 14 Savile Row, London, W.1.

Nourishing Moisturiser.—New packs are available from Biometica, Ltd., Boreham Wood, Herts, of Novara oil of youth nourishing moisturiser. The product is now available in polythene tubes of 1 oz (3s 11d) and 3 oz



(10s. 6d.). The 1-oz tube is in countersize 2-doz display pack and the 3 oz pack in six-tube display. Full-colour showcard links with "Join the Youth Club" campaign about to start in the leading national newspapers and women's magazines.

Cream Foundation in Five Shades.—A new Lenthéric cream foundation (12s.), designed to colour, cover and protect dry skins, is understood to spread easily without being oily. Designed for dry skins, it may be used on normal skins and with or without powder. Its five shades are Candlelight, Copacabana, Rose Beige, Bold Beige, and Monday's Child. Pack is an acidetched jar (29-g) with gold label on its white, screw-top. Makers are Lenthéric, Ltd., 17 Old Bond Street, London, W.1.



BABY CREAM IN JAR OR TUBE: Two packs of bahy cream from the Danish-born Natusol range introduced in Britain by Thomas Kerfoot & Co., Ltd., Vale of Bardsley, Ashton-under-Lyne, Lancs.

TRADE NOTES

New Lightweight Pack.—Rinstead pastilles now come from White Laboratories, Ltd., Penarth Street, London, S.E.15, in new lightweight pack in display outer of twenty-four.

Where to Order.—Products manufactured by Harriet Hubbard Ayer and used in the company's new Icon evening make-up are distributed by Thos. Christy & Co., Ltd., 152 North Lane, Aldershot, Hants. Messrs. Ayer themselves are now at 30 Curzon Street, London, W.1.

"Try" Size. — Leichner's tinted foundation is available from May 1 in a handy "try" size tube (8s. 3d.) slim and neat enough to fit into the neatest of handbags . . . and so economical to use that one tube lasts ages and ages. Tube is available in all six shades.

Awarded a Gold Medal. — At the 1969 Leipzig Spring Fair, at which a gold medal is issued to each industry represented, the medal for the perfumery industry went to Antilope of Parfums Weil, Paris (distributed in the U.K. by Biometica, Ltd., Barnet By-pass, Boreham Wood, Herts).

Trade Margins Increase. — In announcing price reductions on two products in the Bidex feminine deodorant range, Richard Hudnut, Ltd., Eastleigh, Hants, have made a "generous" increase in trade margins and have produced an eye-catching counter display unit holding six sprays and seven or eight packs of the sachets.

Holiday Pack Contents. — Products in the new Quickies transparent pack

Lotion Companion to Depilatory Cream.—As a special-use companion to their Veet "O" depilatory cream Dae Health Laboratories, Ltd., 17 Berners Street, London, W.1, have introduced a new. satin-soft, gently flowing hair-removing lotion (7s. 9d.) While entirely suitable for normal underarm use, the new lotion has been formulated to have just the right consistency for the easy depilation of larger areas. It is "just perfect" for legs, being quick and convenient. With years of Veet "O" depilatory cream experience behind it, the new lotion is viewed as a certain winner.

SUNDRIES

Blade-edge Chromium-bonded. — Principal characteristic of the new blade (4s. 6d. for five) that Wilkinson Sword, Ltd., Sword Works, Southfield Road, London, W.4, are test marketing in Scotland (see C. & D., April 26, p. 365) is that it has a chromium-bonded edge for longer shaving life.

Shaver With New Hair Trimmer.—A new Philishave-3 de luxe shaver (£9 9s. including tax) is expected to become sales leader of the Philishave range of Philips Electrical, Ltd., Century House, Shaftesbury Avenue, London, W.C.2. Prices of the existing Philishave-3 and Philishave-3 special are being reduced and retailers are being offered credit. Housing of the new shaver is in shades of grey/black, with black coiled lead and plug assembly. A new hair trimmer snaps out at an angle of 45° for easy trimming of sideboards and moustache.

for summer holidays (C. & D., April 26, p. 363) are the four small sizes of nail-varnish remover pads, eye make-up remover pads, cleansing pads and make-up remover cream pads and not as previously stated. The sun-tan pads are made only in the larger size of Quickies.

A 2-mg Tablet. — A. H. Robins Co., Ltd., Redkiln Way, Horsham, Sussex, have introduced a 2-mg Robinul tablet to facilitate more effective prescribing of the speciality for peptic-ulcer patients, Packs are bottles of 100 and 500. The I-mg tablet is being withdrawn. Literature and samples are obtainable from the company.

Name Change. — Organon Laboratories, Ltd., Crown House, London Road, Morden, Surrey, have changed the name of their neuromuscular relaxant from Pavulon (NA-97) to Pavulon. Implementation of the change is being spread over the next three months, during which time all cartons will carry the label "Pavulon — formerly Pavulon (NA-97)".

Distribution Change. — From May 5 the sale, distribution and invoicing of certain Thawpit products is being transferred to Izal, Ltd., Thorncliffe, Chapeltown, Sheffield S30 4YP. They are Thawpit spot remover and spot Kleeners. Thawzone bleach and dry bleach, Delafine bath salts and crystals, Delafine Cologne and toilet water, Avena bath crystals, Plus white nylon whitener. Thawpit carpet shampoo, Doby washing-up liquid and R.I.D. DDT powder.

Brand-news!

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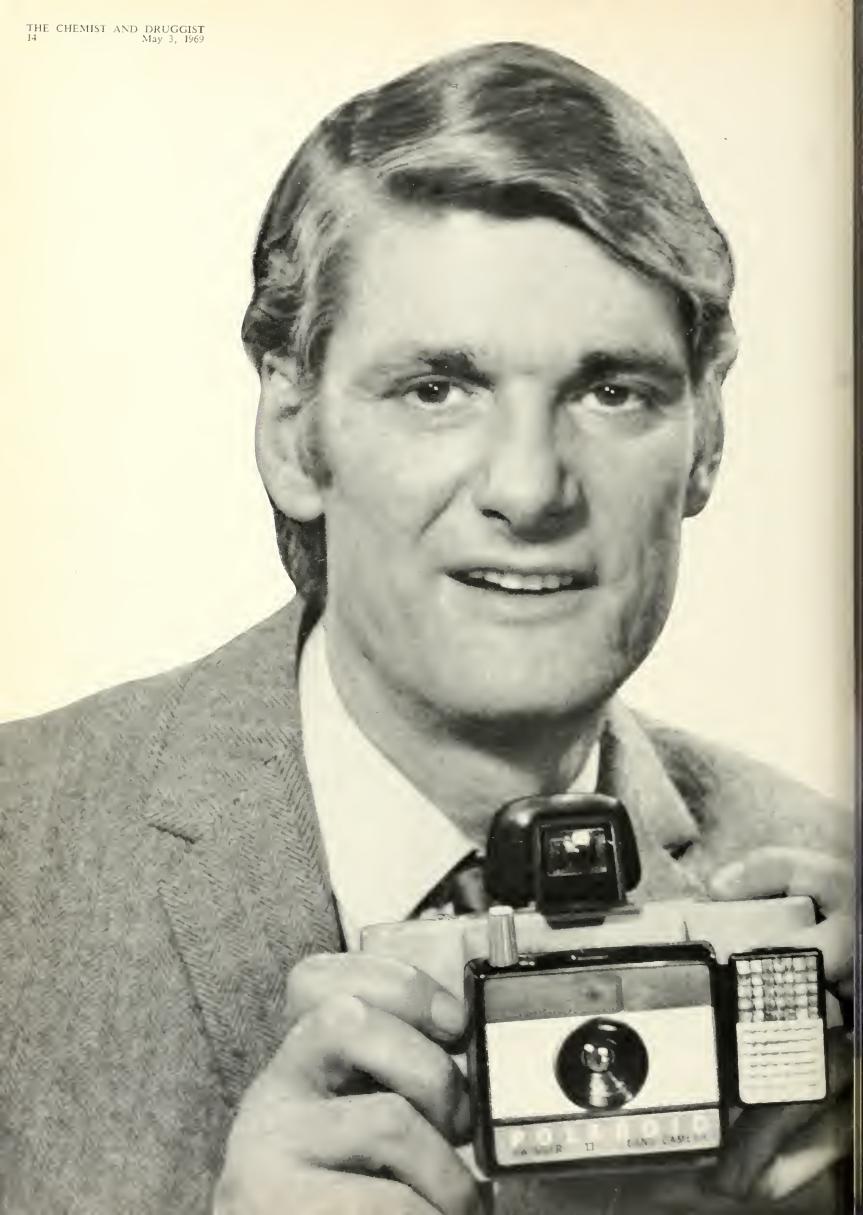
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	MAY 5 12 19 26	JUNE 2 9 16 23 30	JULY 7 14 21 28	AUGUST 4 11 18 2
LANCASHIRE				
YORKSHIRE				
MIDLANDS				
LONDON				
				San No. No. No. No.

A.FR II RY.AU

umulative price changes

AMENDING C & D QUARTERLY PRICE LIST FOR MARCH 1969

HOLD ON TO THIS SUPPLEMENT!

It contains information that will not be repeated

(Note: If you lose a sheet, please apply to the Publisher for a replacement.)

To know whether a product has changed in price since the current Quarterly Price List appeared, look at the index which follows. If the product is listed, turn to the page number indicated. If not, turn to the O.P.L. itself for the price of the product.

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AMENDMENTS TO KEY TO **SUPPLIERS**

75 AAL = Aurum Ambrosium, Ltd., 7 Milbourne Street, Blackpool, Lancs. Blackpool 22117. 265 CDC = City Display Co., Ltd., Pharmaton Division, 30 Uxbridge Road, London, W.12.

37. DFB=Dietary Foods (Bletchley), Ltd.
Canada Wharf, 255 Rotherhithe Street London,

Canada viviari, 23 Rotherinthe Street London, 5.E.16.

439 ERC=Ever Ready Co. (Gt. Britain)Ltd., 125S High Road, London, N20. 01-446 1313.

481 F & 5=French & Scott, Ltd., 717 North Circular Road, London, N.W.2. 01-4S0 7232.

597H.C.L.=Helene Curtis, Ltd., Speke Hall Road Speke, Liverpool, 24. Hunts Cross 1321.

714 Koray=Koray, Ltd., 78 Long Lane, London, E.C.1. 01-606 767S.

771 LCPL=Lofthouse Chemical Products, Ltd., Bold Street, Fleetwood, Lancs. Fleetwood S140.

Ltd., Bold Street, Fleetwood, Lancs. Fleetwood S140.

834 MWL = Meltonian Wren, Ltd., Oxgate Lane, London, N.W.2. 01-450 S311.

897 NC= Norma Chemicals, Ltd., Ia Froglan, London, N.W.3. 01-43S 7627.

957 Perl=J. L. Perl, Ltd., 8 Esterbrooke Street, London, S.W.1. 01-834 8843.

1063 Rimmel=Rimmel International Ltd., 17 Cavendish 5quare, London, W.1. 01-637 1621, 1071 Robinss = A. H. Robins Co., Ltd., Redkiln Way, Horsham, 5ussex. Horsham 60361.

1093 5ale=Sale Pharmaceuticals, Ltd., 82 Arkleston Road, Paisley, Renfrews. 041-889 9519.

1134 5iddonia=Siddonia Ltd., Crown House, London Road, Morden, 5urrey. 01-S42 6111

1263 Upjohn=Upjohn, Ltd., Fleming Way, Crawley, Sussex. Crawley 31133.

1324 WBL=Whatman Biochemicals, Ltd., Springfield Mill, Maidstone, Kent. 0622-S5375.

1372 5antillan=Santillan (London), Ltd., 20/ Bedford Chambers, Covent Garden, London, W.C.2.

1418 5trenol=Strenol Products, Ltd., 53a High 5treet, Harlesden, London, N.W.10. 01-965 S837.

1455 Lister=Lister Laboratories, 51 Elderslie 5treet, Glasgow, C.3. 041-221 3690.

1495 MEC=Martindale Electric Co., Ltd., Neasden Lane, London, N.W.10. 01-450 8861.

1521 Pharm Dis=Pharmaceutical Distrib-utors, 10 West Bar Green, 5heffield, SI 2 DA. 0742-29238.

utors, 10 West Bar Green, Shellerd, 37 2 Dr. 0742-29238.

1533 Alo=Alo-Cosmetics, Ltd., 27 Old Bond Street, London, W.I. 01-493 1435.

1536 RDP=Rational Diet Products, Gloucester, GLI 3QB. OGL2-21291.

1543 CTM=Chocolat Tobler Meltis, Ltd., Miller Road, Bedford. Bedford SS141.

1548 JJ=Julian Jablon, 64 George 5treet, London, W.I. 01-93S 2739.

1555 PAPA=Pan-American Pharmaceutical Associates, Ltd., 3 Bucklersbury, London, E.C.4. 01-248 7082.

1562 CCL=Cortina Chemicals, Ltd., Cortina Works, Warton Road, London, E.IS. 01-534 8532.

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Meopta, 46 Meta, 46 Metamsustac, 21 Metamucil, 4 Methionine, 17 Methotrexate, 4 Methotrexate parenteral, 4 Methyltestosterone, 17 Metilar, 46 Midnight, 10 Midrid, 24 Midrin, 24 Milton, 32 Mimospray, 4 Minadex, 14 Miners, 9 Minette, 4 Mini Sax, 36 Minolta, 9, 39 Minpek, 4 Miranda, 4 Mistol, 4 Mitsouko, 9 Molat. 24 Moment Supreme, 4 Monekil, 4 Monsieur Net, 4 Morgan's, 4 Morphy-Richards, 4 Morr Mel, 9 Mothaks, 36 Mum, 9, 14 Musterole, 4 Myanesin, 14 Mycivin, 46 Mycozol, 14 Nacton, 14 Nappi-Change, 4 Nasciodine, 29 Natural Wonder, 17 N.C.A., 2 Neftin, 29 Nembutal, 14 Neomin, 14, 24 Neo-Rybarex, 29 Nerrisa, 14 Neutradonna, 29, 36 N.H.&S., 4 N.P.U., 9, 46 Niegeloh, 29 Nippon, 46 Nirolex, 9 Noludar, 39 No-Paine, 4 Nordina, 4 Normacol. 29 Norton, 14 Novara, 36 N.P.V., 9, 46 Nulacin, 36 Nu-Seals, 46 Nu-Soft, 46 Nutramigen, 2 Nystaform-HC, 24 Obin, 24 Occultest, 28 Ocusol, 9 Ode, 9

Odo-Ro-No,

14, 24, 32

Oestroform, 17 Oil of the Night, 24 Old Cottage, 42 Olive, 14 Olympus, 46 Optima, 42 Orisulf, 28 Orlane, 17 Orlest 28, 17 Orygene, 14 Outdoor Girl, 2, 9 Ovaltine, 36 Paddi, 17 Paedo-Sed, 21 Pal, 4, 21 Panatone, 36 Pandrin, 14 Paracodol, 2 Parador, 36 Parozone, 46 Parvol, 17 Paterson, 4 Pedigree Chum, 21 Penidural, 2 Penthrane, 42 Peps, 17 Pepsodent, 2 Perdilatal Forte, 28 Periactin, 2 Perihemin, 4 Perutz, 21 Phenergan, 36 Phenidex, 2 Phenoda, 9 Phensic, 4 Philips, 46 Phosferine, 4, 24 Phospholine Iodide, 9 Photoflux, 28 Photopia, 4 Phyllosan, 4 Phytex, 36 Phytodermine, 36 Phytogran, 24 Pied Piper, 28 Pifco, 24 Pinoletta, 4 Piriton, 17, 24 Placentubex, 2 Placentubex C, 2 Planidets, 36 Platts, 32 Plus, 4 Polycare, 24 Polycrol, 36 Polymar, 24 Ponds, 24 Potter's, 32 Precortisyl, 2 Predsol, 24 Predsol N, 24 Pregnyl, 39 Priadel, 42 Privine, 28 Progestin, 17 Prom, 46 Propa PH, 4 Prothiaden, 36 Psorox, 2 Pycamisan, 42 Pynefume, 4 Pyrex, 9, 21

Q.T., 9 Quaalude, 9 Q-Tips, 24 Quellada, 4 Quinaband, 14 Quinalspan, 21 Rakusen's, 28 Rayolast, 28 Regula, 4, 46 Rennie, 2 Requete, 32 Revlon, 36 Rexall, 21 Rexsol, 21 Ricola, 14 Rid, 45 Rifadin, 39 Right Guard, 2, 45 Rimactane, 39 Rimmel, 21 Ritalin, 45 Ritalin, 45 Roberts, 45 Robinul, 45 Rondase, 45 Ronson, 2, 36, 42 Rovigon, 39 Rozalex, 28 Rybar, 28 Rynabond, 2 Salter, 4, 9 Sanatogen, 4 Sanclla, 14 Sanilav, 45 Sankyo, 45 Sanoid, 2, 4, 14, 36 Sari, 32 Satura, 9 Sauna, 45 Scentinel, 28 Scent-Off, 45 Schiaparelli, 3 Score, 14 Scrubbs, 45 Seaflower, 21 Sea Jade, 3, 42 Seclomycin, 14 Secret of the Sea, 9 Secto, 32 Secto-Kil, 32 Septex, 9 Septrin, 9, 28 Serenace, 3 Serene, 36 Setoniquet, 14 Sevilan, 2 Shurzine, 45 Silcot, 14 Silkini, 14 Silma, 45 Simbix, 9 Simpkin's, 3 Sinequan, 45 Singha (Dr.), 3 Sintisone, 21 Sintisone-C, 21 Sister Laura's, 28 Skil, 2 Slim Disks, 3 Sloans, 32 Slow-Fe, 28 Softcare, 17 Solabra, 3

Soligor, 3 Solnova, 14 Solray, 3 Sous le Vent, 9 Special Appointment, 9 Speridin, 45 Spillers, 2 Sporodyl, 2 Spray Net, 36 Spruce, 36, 45 Stemetil, 24 Step, 9 Ster-zac, 14 Stilbagen, 21 Stilboestrol, 17 Strepsils, 28 Sugrosa, 3 Suleo, 45 Sunbeam, 24 Superlec, 45 Supersoft, 24, 28 Sure, 3 Sure Shield, 36 Surgaseptic, 3 Suthers, 3 Sweetheart, 36 Sweet 'n Low, 8 Sylvasun, 32 Sylvia, 36 Syntone, 3 Syrup Pertussis, 42 Tame, 45 Tancolin, 14 Tarband, 14 Taylor of London, 8 Taylors Seven Oils, 28 Tegretol, 14 Tek, 17 Tender Touch, 17 Terpoin, 14 Terra-Cortril, 3 Terramycin, 17 Tertroxin, 39 Testosterone propionate, 17 Tetralysal, 14 Tetrex, 17 That's My Color, 21 Thawpit, 45 Theonar, 17 Therapas, 42 Thermona, 39 Thermos, 8 Tigress, 39 Tillott's, 14 Tokalon, 3 Tolnate, 32 Toni, 45 Top Mark, 36 Toprose, 3 Tosca, 3 Total Beauty, 45 Touch & Glow, 36 Transpulmin, 21 Trentham, 2 Tribactric, 3 Tricloryl, 14 Tried & True, 17 Trimetts, 2, 28 Trufood, 45

Tryptizol, 17

Tubifoam, 14 Tubigrip, 14 Tusseprin, 8 Tussi Rube, 21 Tussoids, 3 U.F.1., 3 Udenum, 3 Ufide, 3 Ultracortenol, 45 Unomat, 3 Uraband, 13 Uvistat-L, 42 Valet, 45 Vanispot, 3 Vapona, 39 Va-pine, 13 Variban, 36 Varierepe, 8 Varon Dandy, 2 Vaseline, 24 Vax, 21 Veet, 42 Ventron, 14 Vers Toi, 32 Viacutan, 42 Vibazine, 42 Vichy-Celestins, 17 Vichy Grand-Grille, 17 Vichy Hopital, 17 Vick, 45 Vi-Daylin, 8 Videnal, 3 Vince, 32 Vitalis, 13 Vitavel, 42 Vittel Grande, 17 Vittel Hepar, 17 Vol de Nuit, 8 Vosene, 42 Vulfix, 20 Vulfix-Trisa, 20 Waft, 13 Wasp-eze, 24 Wata, 3 Watalux, 3 Watameter, 3 Welldorm, 3, 28 Weston, 3 Whatman, 42 Whitecross, 13 White Fire, 42 Wilkinson, 24 Woltz Italiana, 20 Woodhue, 39 Woodlides, 36 Wright's, 17, 39 Yardley, 24, 42 Yeratone, 28 Zim, 3 Zincaband, 13 Zincoderm, 13 Zoflora, 28 Zom, 3, 20

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price Bold upright figures (29) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (29) that it is recommended by the manufacturers; and light upright figures (29) that it is "notional" as a guide to the retailer in determining his own retail price.

1	price.		P		
	2nd Debut (366 DR & A)		Estee Lauder (425 EL	.C)	
•	double strength 120cc 231 1 120	9 37 6	super Cologne 2oz 4oz	´= =	- 92 0 - 155 0
Ľ	7 O'Clock (514 Gillette) existing en		● perfume ½oz	= =	_ 168 0
1		111 13	• Estrovis (1310 WW)	ts4B	- 280 0
	(20pkts) (20	pkts)) 5½ 2 8	tablets 20	135 0 -	_ 202 6
ı	(20pkts) (20	pkts)	A Fam-Lax (1068 Rober tablets	ts) 8 3	3 1 4
A	All Fours (1068 Roberts) cough mixture 13 4 4	11 2 0	R Fete (Molyneux (194 B	16 10 6	2 2 7
E	Apresoline (262 CIBA) tablets 50mg 10 —		eau de toilette	omney))	27 (
	Avena (1221 Thawpit)		2560 2561	= =	- 27 6 - 45 0
	Avena (1480 Izal) Betapal (1208 5yn)		2562 2563	= =	- 65 0 - 100 0
- 0	tomato set 4oz 24 0 2½oz and 10oz —	_ 3_0	2564		- 195 0 - 75 0
R	Bidex (631 Hudnut)	8 4 8 11	2577	= =	- 40 0
•	sachet (12) 32 0 16		parfum 1531 1532	= =	- 36 0 - 61 0
	Brut (1587 RFL) after shave spray		1533 1564		- 85 0 - 100 0
,	lotion 22 5ea 12 Bud (1242 Toni)	4ea 49 6	1534		- 128 0
	deodorant aerosol 42 0 21		1565 1535	= =	- 147 0 - 185 0
	roll-on 33 10 17	81 5 -6	1536 1537	= =	- 295 0 - 550 0
A	refill 27 8 14 Cannon (224 Cannon)	6 4 6	1572 refill 1573		
	hot water bottles 4 lea	— 7 3	/ Focus (1242 Toni)		- 63 0
	222 5 lea	— 79	Colorcade hair highlight	41 6 21 19 6 10	9 6 9 3 2
	444 5 Oea	— 8 II — 7 6	hair spray	48 8 25	$5\frac{1}{2}$ 7 11
	555 5 3ea 666 6 2ea	— 711 — 93	D Gillette (514 Gillette) (I Gillette (514 Gillette)		•
	888 10 0ea 999 5 5ea	- 15 0 - 8 3	blades blue, packet (5)	19 2 6	10} 19
	baby cot size 4 8ea	- 611		20pkts) (20pl	(ts)
	Babysafe 5 0ea Dolphin 5 4ea	- 7 6 - 8 0		23 9 8 20pkts) (20pk	
	Fleur de Lis 7 4ea Noah's Ark series 7 11ea		super silver packets or dispenser (5)	51 10 18	7 3 9½
	Radiator 7 4ea Royal 5cot 10 0ea	— II 0 — 15 0		(25) (25)
	5uperb 6 2ea	- 9 3		(50) (50) ~ ~ ~ ~
	Velvetex 7 4ea Ba-By-Byt teethers 8 0	_ 11 0	(10)	90 0 32 (25) (25	
	feeding bottle caps 4 0 nurser replacement	- 6	razors Adjustable set		0½ 18 4
	caps and disc sets 2 4 soothers "Modern" 13 4	- , 4	5lim Twist set	82 I 29	4 12 6
I	Caress (1242 Toni)	— <i>18</i>			5 4 0 9½ 22 6
	hairspray regular or hard to hold refill 15 11 8	4½ 2 7	cartridges shaving creams	51 3 19 23 4 8	$0\frac{1}{2}$ 8 1 2 3 5
A	Chiefs (702 KC) handkerchiefs 3-ply 49 9	_	loamy aerosol	42 8 14 1	
	Clovercide (1208 5yn) (Igross)		150g	35 4 12	4 5 2
A	weed killer loz 22 0	_ 2 9	shaving brush standard	57 6 20	01 8 5
	4oz 62 0 Congreves (1307 Waterhouse)	7 9	- large extra large	79 I 27 97 4 33 I	7 11 7
C		2 5 1	/ Happy Face (1242 Tor	ni)	
ID	capsules 50 19 6ea	— 29 3	facial washing cream Hardy Amies (568 HA	47 10 16 A)	81/2 7 1
Ā	Croupline (1068 Roberts)		 Cologne spray refill 	= =	44 0 22 0
	cough syrup 21 0 7 42 I 15	10 3 <i>l</i> 5 6 <i>l</i>	A Hedges (590 Hedges)	21 2	
	Cutex (256 CPL) nail polish		*	21 3 — 45 6 —	2 1½ 4 5 8 3
•	opaline gold	11 ()	D Hepamino (430 Evans)	87 0 —	8 3
I	Deep Magic (1242 Toni)		Ibcol (671 Jeyes)		
	purse 19 6 10 bottle 48 2 25	3 3 2 2 7 10		13 lea —	_
P	Delafine (1221 Thawpit) Delafine (1480 Izal)		5gal D Jacksons (663 GJ) existi	58 2ea — ng entry	_
A	Delsey (702 KC)		Jacksons (1307 Water)	iouse)	11 1 4
	toilet tissues			13 6 4 1	
	twin roll 20 9 - flat twin pack 16 3 -	= =		36 10 13 3	1 2 1 0 2 2 4 2 2 5 1 4 7 2
•	DFII8 (179 BDH) †sIDDI ampoules 50mg/mil		A Jeyes (671 Jeyes)	50 0 18 4	7 2
D	5 50 0 -		air freshener blocks	7 6 — 14 9 —	-
ĭ	Dippity-do (1242 Toni)		lpt 1	25 11 —	=
	hair setting gel 44 1 23 hairspray 34 10 · 18	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	Igal	47 6 — 12 6ea —	=
•	Doktibad (62 A & C) tonic bath bath —	- 25		54 3ea — 13 11 —	_
	6 bath — -	- 11 3	Jeypine (671 Jeyes)		
	12 bath — - 20 bath — -	- 20 6 - 31 9	5gal 5	13 lea — 58 2ea —	=
	50 bath — - Energen (421 Energen)	- 74 8		16 7 6 1	
R	low sugar jams	- 29	D Kleenex (702 KC) existing	3 I I2 I	4 11
o D	rolls (12) 23 2 -	- 2 9 - 2 4	/ Kleenex (702 KC)	J,	
•	Entroquin (312 AC) †DDI			9 10 1 10)1 _
	tablets 20 19 0 6	11½ 3 3		6 10½ —	_

	twin roll		49	doz)	_	_
	tissues 5ilk 5oft	:		_		
	handy	72 150	9 16		=	=
	regular	100	16	5	=	_
	pocket pack	150 24	23	8	_	_
	for men	100	25	9	_	_
	Harlequin Kotex (702 KC)	100	25	9	_	_
Α	sanitary towels			_		
	size 0	(10)	(2.0	8 loz)	_	
	size l	(12)	95	4	_	_
	size 2	(12)		loz) IO	_	_
		(/	(20	loz)		
	sanitary belt Leichner (749 Le	ichn	16 er)	0	2 2	_
	Kamera Kilear		ψ.,			
•	tinted foundati	on		_	_	8 3
	Lentheric (753 L		eric)		
ı	Meopta (1343 D)			_	_	12 0
	camera Flexaret		1 .	_	_	815 6
Α	Meta (1245 Touls	on)		_	_	80 I
	solid fuel	10	14	0	_	19
		20 50	26 64	0	_	3 3 7 9
_	Metilar (1584 5yr	itex)	Ū		, ,
D	tablets 1 Miners (876 MP)	mg		_	_	_
•	lipstick 5unlove	rs	13	8	7 6 12 7	2 4
R	Swivel	۳ (مه	22	10	12 7	3 11
И	Mycivin (147 Boo ampoules 600mg	(2m	ıt			
	~	3 20	22 46	0ea		33 0
	capsules 500mg		224	6ea 0ea	=	69 9 336 0
		ml	30 49	0ea		45 0
	N.P.U. (810 Maw)	ml)	47	6ea	_	74 3
•	nail polish remo	ver 5cc	17	4	9 61	2 0
	Nippon (1208 5yr		17	7	9 6}	3 0
Α	ant killer	oz	22	0	_	2 9 4 3
D		oz Ib	34	_0		4 3
•	Nu-Deal		10			
•	toilet roll twin Sunpure fruit dr	inks	13	6	_	1 6
	orange, lemon, lemon barley				4 -	
	lime		20 23	10 3	4 7 5 I	2 6
Α	Nu-Seals (413 Lill	y)		•		
	ammonium chlor 500mg l	ide 00	4	5ea		6 7
	aspirin				_	
		00	5 8	0ea	_	7 6 12 9
	potassium chorie		0	6ea	_	
	500mg I sodium salicylate	00	4	8ea	_	7
	325mg 1	00	5	4ea	_	8 0
	Nu-Soft (810 Maw cotton wool puff	()				
•	economy size		20	0	_	2 6
D	Olympus (1343 DV		kistii	ng en	try	
'	Olympus (1343 D cameras 35 mm	٧٧)				
	Trip 35		-	-	_	694 0
	e.r case 5P 35		_	_	=	98 4 1155 10
	e.r. case		_	-	_	98 4
	cameras 126 cart Quickmatic EEN		e _		_	876 8
	e.r. case		-	-	_	98 4
	cameras ½ frame Pen EE-2		_	_	_	653 4
	cameras 5.L.R. Pen F.T. body					1463 6
	fl.8 lens		_	-	=	1825 4
	fl.4 lens fl.2 lens		=	_	Ξ	2249 10 2785 7
	case		=	_	=	116 8
A	Parazone (671 Jey	es) oz	10	9		
	32	oz	14	İ	_	_
	Philips (977 PE)	gal	5	0ea	_	_
•	hair clippers	01		2		77
•	HP25 hair drier HP46		58 102	2ea 0ea	36 6ea	77 6 a 172 6
	floor stand					
	5havers HP49	09	30	8ea	4 2ea	45 0
•	Ladyshave	.v.	52	2ea	16 Hea	
R	Philishawe 3 de lu old model	xe I	'''_	9ea -	40 0ea	189 0
R	special		_	-	_	168 0
,	Prom (1242 Toni) home permanent					
	lar		56	5	29 6	9 2
	roller perm	all.	37	5	19 7	6 1
	complete without rollers		67 42	2	35 1½ 22 3	10 11
	Regula (980 Photos	oia)	7.4	0	22 3	011
	cameras					90 (
		00 00	_		_	89 6 109 6
	•					

D	Rid (1221 Thawpit)				
ĭ	Rid (1480 Izal)				
b	Dieta Cuest (SIA Cill	\			
ĭ	Right Guard (514 Gille	ettej	exist	ting entry	/
	Right Guard (SI4 Gi			25 2	
	anti-perspirant 120g		2	25 9	7 11
	17Sg	61	8	32 3	9 11
	deodarant		_		
	family bronze	\$7	0	29 91	9 2
	regular bronze	44	0	23 0	7 1
	spray	28	0	14 8	4 6
	Ritalin (262 CIBA)				
D	ampoules				
D	Roberts (1068 Roberts		sting	entry	
-	Roberts (1068 Robert	ts)			
	aspirin B.P. 25	4	5		_
	100	12	4	_	_
	children's soluble				
	30	9	6	3 6	1 5
	baby powder	14	9	S 5	1 5 2 3
	bismuthated lozenge	25			
	_	10	6	3 10	17
	glycerine lemon &				
	honey 2oz	12	3	4 6	1 10
	glycerine lemon &				
	ipecac 2oz	12	3	4 6	1 10
	hair cream	14	2	7 10	2 5
	Indian brandee				
	2oz	14	9	SS	2 2
	liquid paraffin 8oz	18	1	_	2 2 2 0 1 10
	olive oil B.P. 25oz	16	6	_	1 10
	pine vapour rub	15	9	S 9	2 4
	white petroleum				- '
	jelly B.P. 2oz	8	8	_	1 0
	4oz	13	3	_	1 6
	8oz	20	6		2 4
	zinc & castor oil		_		- :
	cream B.P. loz	9	6	-	1 1
	2oz	14	2	_	1 7
	4oz	22	ī	Ξ	2 6
	Robinal (1071 Robins)				_ ,
	tablets 2mg 100	SI	0ea	_	76 6
_	500		6ea	=	344 3
D	existing strength		_	_	
_	Rondase (179 BDH)				
•	ampoules 5	11	8ea		17 6
D	6	''-	- Oca		
A	Sanilav (671 Jeyes)	_		_	_
-	medium	15	10		
	giant	26	ő	_	
D	Sankyo (1343 DW) exis			v	
ĭ	Sankyo (1343 DW)	,	Circl ;	,	
	cameras				
	CM 260		_		1095 0
	CI 1 200		_		1075

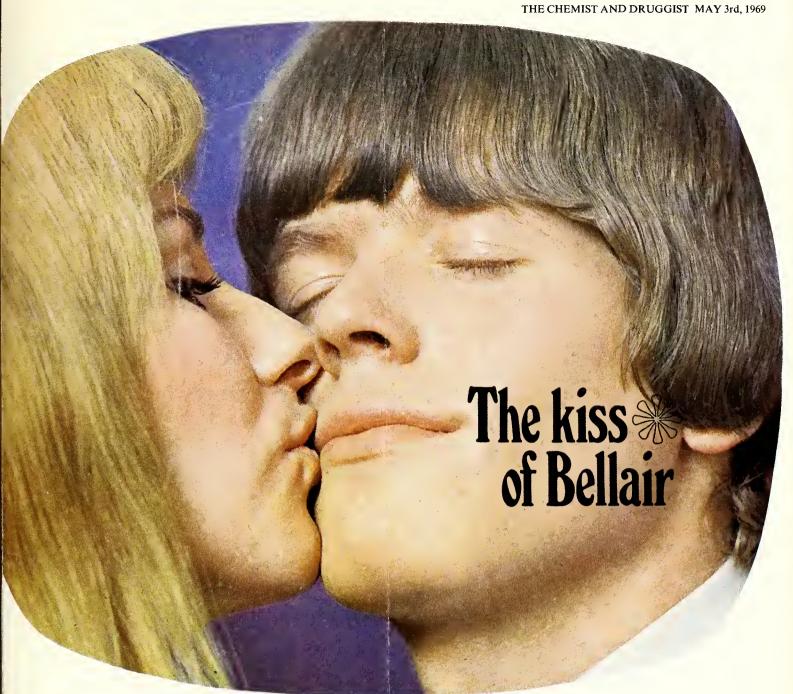
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		CM 400 CM 600			_	_	1431	7	
	,	case			_	_	2020	4	
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		case			_	_	180	7	
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ï	Scer	ATTIPOO	1208 Syr		U	22 0	9	6	
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Α			I Jeyes)		, ,		0	' '	
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Α	Shur	rzine (1	133 Shu	rzine)				
_		ntment		22		_	2	9	
D	Silma	a (1343 I	DW) exi	isting	entry				
1		ia (1343					127	,	
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	cup	34,63 16	500		0ea	36 8ea		8	
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			500		0ea		261	4	
		mg	100		0ea	17 II∮e	a 91	6	
_			97 Duns						
C	cap	sules	250		0ea	_	_	_	
	Saru	co (514	Gillette	169	0ea	_	_	-	
ı		ershave			0	22 61	6	11	
•	arte	311446	115cc			34 11	10	9	
C	sha	ve crear	n aerosc		10	15 34	6	ś	
Ā	Suled	(671 Je	eyes)			.5 52	Ŭ	_	
		ulsion	,,	14	8	S 4	_	_	
		mpoo			10	7 3	-	-	
D	Super	mpoo lec (120	8 Syn) e				_	-	
D I	Super Supe	mpoo lec (120 rle c (12	08 Syn)				-	•	
	Super Super gra	mpoo lec (120 rlec (12 ss grow	08 Syn) th	xistin	g entr		_	-	
	Super Super gra	mpoo lec (120 rle c (12	08 Syn) th 4oz	xistin 36	g entr		4	6	
	Super Super gra	mpoo lec (120 rlec (12 ss grow	08 Syn) th	xistin 36 84	g entr		4 10 38	6 6	

4oz 36 0 10oz 84 0 1qt 25 8ea 1gal 76 0ea

- 1	Tame (1242 Toni)						
•	creme rinse						
	sachet	6	2	3	21	- 1	0
	2oz	21	ō	ΙĬ	ō	3	0 5 8
	4oz		10	18	24	5	R
D	Thawpit (1221 Thawp	it)				_	
	Thawpit (1480 Izal)	•					
-1	Toni (1242 Toni)						
	casual hair colour‡	SI	9	27	01	8	
	hair lightener‡	58	5	30	6 ţ	9	
	creme hair lightene	г 42	6	22	3	6	H
	home permanents						
	regular, super and		_				
	gentle	65	7	34	3 }	10	
	tip	42	0	21	117	6	10
	spin curlers	20	2	7	1		3
	regular, midget		ross)				3
	Softspin	27		9	ross) 5		4
	301630111		ross)				7
	Softwave setting rol		033 }	(1 81	033)		
	large	i	9		7½		3
	medium	i	5				3 21 3
	small	i	2		6 S		2
•	Total Beauty (994 P	& M))				
	hair remover						
	aerosol 100g		0	86	П	27	6
	Trufood (1249 Trufoo						
•	MCT oil Ik	44	3ea	_	-	59	0
_	Ultracortenol (262 C						
D	cream with Bradoso	ı					
1	Valet (514 Gillette)			•	_		
		22		. 8	2	- 4	2
	Vick (1055 RM)	IU pi	kts) (IU pk	(cs)		
	steam inhalation						
	unit	89	0			0	11
	willt	07	9			,	11

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

- 9 ABS=Adams Brand Sales, Ltd., Whitefield, Manchester, M2S 6QT. 061-766 5471.
 62 A & C=Arnold & Christie Laboratories, Ltd., 317 The Elephant & Castle Shopping Centre, London, S.E.I. 01-703 7077.
 S7S HHA=Harriet Hubbard Ayer, 30 Curzon Street, London, W.I. 01-493 6829.
 1249 Trufood=Trufood Creameries, Wrenbury, Nantwich, Cheshire. Aston Nantwich 208.



he BIGGEST-EVER concentrated TV impaign for ANY hair spray and shampoo

romantic new commercial will give you

D MONTHS OF TV SUPPORT for BELLAIR HAIR SPRAY
SHAMPOO from May to August (with plenty
eak spots) in Lancs, Yorks, Midlands, London.
Kiss of Bellair' will be seen and remembered
2,860,000 Women . . . and will be seen
430,000 times!

TV SELLS to the big-spending young women who care about the beauty of their hair. And TV will sell bellair for you. There's never been such a concentrated investment in TV for any hair spray! So give prominent display to the full range of bellair products – and profit to the full from the power of bellair advertising on TV!

FULARUID CAMERAS.

"Polaroid" is the registered trade mark of Polaroid Corporation, Cambridge, Mass., U.S.A.
Polaroid (U.K.) Ltd., Rosanne House, Welwyn Garden City, Herts.

Here's the profit packed Bellair range



AEROSOL 4 oz size R.R.P. 3/11 | SQUEEZE SPRAY R.R.P 2/9 6 oz size R.R.P. 5/4 | REFILL BOTTLE R.R.P 2/-10 oz size R.R.P. 6/11 | REFILL SACHET R.R.P 1/-

LANDLISED CONDITIONER

BELLAIR Shampoo BOTTLE R.R.P2/-SACHET R.R.P5d.

Bellair has a flair for hair-and sales!

BELLAIR COSMETICS LIMITED London Office and Showroom: 65 Grosvenor Street, London W1. Telephone: 01-493 1581

After people see him they'll come in to see you.

When Pete Murray makes a picture with a Polaroid Swinger II on TV, he isn't just making a picture.

He's making a sale. For you.

In 15 seconds, Pete Murray can show people what makes a Polaroid camera different from any other camera in the world. How easy it is to operate the Polaroid Swinger II. And how sharp and

clear the finished picture will be.

This season we'll be running 168 Polaroid TV commercials featuring Pete Murray. That's twelve peak-time, 30-second spots on each station. They'll run from May 6th to July 24th and will reach 75% of all adults in the country. Which means over 30 million people will get a chance to see Pete Murray demonstrating the Polaroid Swinger II.

And he'll help sell them before you sell them in your shop.

POLAROID CAMERAS.

THE BEST STANDARDS

When you buy standard preparations to dispense against 'open' prescriptions you set standards of your own:—

Professionally

you demand the highest quality

Commercially

you want the best value

Cautiously

you look for the protection of a reputable name

The increasing range of Berk Economy Brands will satisfy you on all points. The brands of standard preparations are made with the same care as the specialities upon which our reputation is firmly founded, yet are remarkably low in price.

Approved Name	Berk Brand Name		Presentation
Bendrofluazide tablets BP	BERKOZIDE® tablets	2.5 mg 5 mg	Containers of 100 & 1000 Containers of 100 & 1000
Imipramine tablets BP	BERKOMINE® tablets	10 mg 25 mg	Containers of 250 & 1000 Containers of 200 & 1000
Nitrofurantoin tablets BP	BERKFURIN® tablets	50 mg 100 mg	Containers of 100 & 1000 Containers of 100 & 1000
Oxytetracycline tablets BP	BERKMYCEN® tablets capsule	250 mg s 250 mg	Containers of 100 & 1000 Containers of 100 & 1000
Erythromycin tablets BP	ERYCEN* tablets	250 mg	Containers of 100
Phenylbutazone tablets BP	FLEXAZONE® tablets	100 mg 200 mg	Containers of 250 & 1000 Containers of 250
Tetracycline tablets BP Tetracycline mixture BPC	TETRACHEL* tablets ,, capsules TETRACHEL* syrup	250 mg 250 mg (125 mg/5 ml)	Containers of 100 & 1000 Containers of 100 & 500 Containers of 500 ml

Your Berk representative can give you details of extra discounts and bonuses. In terms of quality, efficacy, stability and uniformity, it pays to buy Berk when dispensing against 'open' prescriptions for any of these standard preparations. Order *now* from your local wholesaler or directly from us.



Price Error in Advertisement. — The manufacturers of Bidex feminine-hygiene products (Richard Hudnut, Ltd., Eastleigh, Hants) draw attention to an incorrect price given in their announcement in this week's issue (noticed too late for correction). The price of the twelve-sachet pack is correctly 5s. 3d., as given in the current week's Cumulative Price Changes supplement.

Change of Supplier.—Responsibility for distributing medical speciality products of Horlicks Pharmaceuticals, Ltd., was assumed by Beecham Ethical Distributors, Great West Road, Brentford, Middlesex, on May 5. Sales correspondence and inquiries currently handled by Horlicks Pharmaceuticals, Ltd., should now be addressed to Beecham Ethical Distributors. The supply and invoicing of other Horlicks, Ltd., lines are unaffected by the change.

Razor Price Down. — The price of the Gillette Techmatic razor is being reduced by 11s. 6d. this week. "This unusual reversal of normal price trends," say the makers, Gillette Industries Ltd., Great West Road, Isleworth, Middlesex, "has been achieved as a result of steady increases in consumer demand for the product, which has made it possible to set up a complete assembly line in Britain and to import only a small section of the razor from the United States."

Arrangements for Distribution. — To meet an unprecedented volume of inquiries from the public for Total Beauty aerosol hair remover, the manufacturers, Total Beauty, Ltd., have made distribution arrangements with the Potter & Moore division of E. C. De Witt & Co., Ltd., and ask chemists to send orders direct to the division at Lavender House, Seymour Road, London, E.10. Total Beauty is described as "the most exciting advance in the age-old problem of dealing with unwanted hair." Total Beauty contains calcium thioglycollate and is claimed one of the safest depilating agents on the market. The pack (27s. 6d.) holds 100 g.

Selling Points of a Foam Mask. — Developed in the laboratories of Merz & Co., Frankfurt on Main, Western Germany, and distributed in the United Kingdom by David Harvey & Co., Ltd., 107 Great Eastern Street, London, E.C.2, the Placentubex foam mask offers the advantage that it requires no troublesome preparation. "Simply apply it to the skin and leave it to soak in — that's all." Foam masks achieve their effect by increasing the blood supply, by binding moisture, and by smoothing out wrinkles. In a series of investigations carried out in a university skin clinic, it was found that, after application of a foam mask, powerful hydration occurs. A freshening effect is observed immediately after application of the mask, and that is maintained for a considerable time. Facial wrinkles also become less marked. The Merz mask contains Placentubex extract with serol, milk constituents, and a vitamin derived from milk. The mask may be used whenever it is desired quickly to impart a fresh, well-

groomed appearance to the skin, or regularly (once a week, say). It is suitable for every type of skin. Foam masks do not exert a mechanical effect on the surface of the skin. Their action takes place in the deeper cutaneous layers. At least twenty facial masks may be obtained from one spray flask.

Bonus Offers

BELLAIR COSMETICS, LTD., 65 Grosvenor Street, London W.1. Bellair products (hair spray and shampoo). Twelve invoiced as eleven. Until May

GILLETTE INDUSTRIES, LTD., Great West Road, Isleworth, Middlesex. Gillette Sportsman razor (in merchandiser of six with header featuring a football scene). Twelve invoiced as eleven. Until May 31.

eleven. Until May 31.

LLOYD-HAMOL, LTD., 103 Mount
Street, London, W.1. During May and
June. Ultra-tan 50-g tube. Twelve invoiced as ten. Till June 30.

J. L. PERL, LTD., 8 Esterbrooke Street, London, S.W.1. Scherk face lotion, 100 cc. Six bottles invoiced as five. Retain bath oil. Four bottles invoiced as three. Till June 30.

WHITE LABORATORIES, LTD., Penarth Street, London, S.E.15. Rinstead pastilles. Thirteen invoiced as twelve on 2 x 2 doz. display. Introductory bonus on new lightweight pack.

Premium Offers

Bowater-Scott Corporation, Ltd., Bowater House, Knightsbridge, London, S.W.1. Mansize Scotties, Full colour art print (18 in, x 24 in.) of 1968 Mexican Grand Prix to purchasers forwarding a form included in special



Grand Prix pack. Each pack includes one free 6 in. x 4 in. colour photo-print of a 1968 formula 1 car (Ferrari, Lotus, Tyrrell Matra Ford or Brabham). Decorative show material is available.

HOUSE OF ROBERTS WINDSOR, 14 Pall Mall, London, S.W.1. French Almond "travel trio" (puffer tale, splash Cologne and hand cream) in "mini" bottles at special combined price of 18s. 6d.

LENTHERIC, LTD., 17 Old Bond Street, London, W.1. Onyx holiday wallet containing sun screener, tale and roll-on deodorant in plastic zip-fastened wallet at saving of almost 12s. Onyx after-shave lotion. Onyx toilet soap free in acetate-sleeve dual pack.

Metrication

BDH PHARMACEUTICALS, LTD., Birkbeck Street, London, E.2. DF 118 injection and Rondase (hyaluronidase). Packs of five ampoules replace previous packs of six

Middlesex. Bislumina suspension is reformulated to a 5-ml dose (providing same dosage of bismuth aluminate per 5-ml spoonful as in previous teaspoonful dose). Pack now contains 500 ml (instead of 12 oz.). Price is unchanged.

Discontinued

CROOKES LABORATORIES, LTD., Telford Road, Houndmills Estate, Basingstoke, Hants. Tridia suspension (sachets, apparently preferred by doctors, continue available); each contains the equivalent of one 15-ml dose of the suspension).

Competitions

In Swedish holiday competition organised by manufacturers of Theranyl (distributed in the U.K. by Biometica, Ltd., Barnet By-pass, Boreham Wood, Herts), winners of three first prizes were Mrs. J. Mills (L. Arundel, M.P.S., Kingsthorpe, Northampton), Mr. B. R. Johnson, M.P.S. (John Tate M.P.S., Market Harborough, Leicestershire) and Miss J. Coates (R. Anderson, Milngavie, Glasgow).

Rocapharm, Ltd., Trend House, Pyrford Road, West Byfleet, Surrey. K2r.—Four-day holiday in Zurich is first prize in a "chemists only" competition closing May 31.

INTEC PROPRIETARIES, LTD., Crown House, LTD., Proprietaries, LTD., Crown House, LTD.

INTEC PROPRIETARIES, LTD., Crown House, London Road, Morden, Surrey. Staffs and managers of pharmacies have the opportunity to win a pendant watch or table lighter for Endocil displays; managers can also win a bonus bottle of champagne if they also stock Mistess, Mendocil and Sylvakleer. A "mystery shopper" calling at pharmacies will reveal her identity only when she finds a window, prominent shelf, or counter display of Endocil, plus point-of-sale material. Prize awarded to the assistant who answers four questions correctly; and to the manager.

The Photographic Information Council is sponsoring the eleventh annual Junior Photographic Staffs and the property and to the manager.

The Photographic Information Council is sponsoring the eleventh annual Junior Photographers of the Year contest, open to members of school camera clubs and all girl pupils in the United Kingdom and Eire to find Miss Junior Photographer of 1969 and, the top award winner, Junior Photographer of 1969, who will receive a £30 voucher for photographic equipment in addition to previous awards. There are awards in all regions and for schoolchildren of all ages. Education authorities have been advised of the contest, but if required copies of the 1969 brochure may be obtained from: Junior Photographers of the Year, Photographic Information Council, 140 Park Lane, London WlY 4EL. Closing date this year is November 14.

Trade Shows

VESTRIC, LTD. — Chemists' Spring shows. STOCKPORT AND HEYWOOD BRANCHES, Stanley Room, Midland Hotel. Manchester, April 29 and May 1. PRESTON BRANCH, Bull and Royal Hotel, May 7 and 8. LIVERPOOL BRANCH, Allerton Hall, Liverpool, 19, May 14 and 15. All from 3 to 10 p.m. each day.



PROTECTED YET SMART: A purchaser of Marigold rubber gloves finds her bracelet shows up well against their patterned texture. Makers are J. Allen Rubber Co., Harbour Road, Lydney, Glos.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Side Effects of Appetite Suppressants

SIR,—In September 1968 the Committee on Safety of Drugs declined to release for clinical trial an appetite suppressant, Aminorex, because there was evidence that the drug might cause pulmonary hypertension. Since that date the Committee has become aware of reports from other countries that other appetite suppressants might also cause the same adverse reaction.

Doctors are being requested to report to the Committee, on the yellow "early warning cards" which have been provided, similar reactions to all appetite suppressants, other than methyl cellulose with or without added vitamins.
D. A. CAHAL, M.D., M.R.C.P.,

Medical Assessor,

London, S.W.1

Council Candidates' Meeting

SIR,—May I use your columns to remind readers that the Greater London Pharmaceutical Association has made arrangements for Council candidates to address a meeting of members at the Society's headquarters at 17 Bloomsbury Square, at 8 p.m. on Wednesday, May 7. An invitation has been sent to all prospective candidates to speak at the meeting and to answer questions. As the G.L.P.A. represents all branches in the Greater London region we look forward to a wellattended meeting so that members can make up their minds as to whom to vote for in the coming election. Refreshments will be served before the meeting from 7.30 until 8 p.m.

A. A. KENNETT, Joint Secretary, London, W.1

Rural Rotas

SIR,-Once again our negotiators fail to force a decision on rural dispensing. This is hardly surprising when our own local committees prefer to hand over dispensing to the doctors, rather than implement a full rota, as has happened in this town. I enclose a newspaper cutting from the Hull & Yorkshire Times, which is self-explanatory. Incidentally I dispensed ten prescriptions on Easter Monday.

B. N. SHEPHERD,

Pocklington, York

The cutting records the rejection by the East Riding Pharmaceutical Committee of an extended rota for Pocklington chemists, after an appeal by a company director who had "spent hours trudging through a snowstorm in a bid to get a prescription made up for his wife." But see p. 382 for the decision. —Editor].

A Call for Militancy

SIR,-Now that a decision has been made on the vexed question of rural dispensing, one that is in direct opposition to fact, this must not be accepted in the usual manner by reopening gentle negotiations. It is obvious that the doctors procrastinated deliberately

until the appointment of a Minister who could be induced by fear of them. A leaf must be taken out of their book and we must become militant. Our leaders must decide the issue on which to join forces (and there are many such), and we in the ranks must give every support regardless of any temporary loss to ourselves. So bitter is the disappointment, I have no fear this will be proposed, but I am afraid of the response of some of my colleagues. For once, I beg, let us show the strength and dignity of our profession on a matter of principle that can indirectly affect us all.

Non-rural Pharmacist

Wholesaling Posers

SIR,—I note with regret that most, if not all the National Pharmaceutical Union franchises for their new set up (see C. & D., April 26, p. 371) have gone to established wholesalers. Gone now has been a golden opportunity to break free from the stranglehold of certain firms in the pharmaceutical distribution sphere. With all the present wholesalers hard pressed to give good comprehensive service on all the lines they carry now, heaven help us if N.P.U. Marketing should now go from strength to strength. What, too, if our appointed wholesaler is one with whom we do not at present deal, possibly for a variety of good reasons. Do we have a second choice, or do we let the N.P.U. lines slide? Perhaps the powers that be have thought of all these points and the many others that will crop up. I hope so!

BRIAN G. SPENCER, Sutton Coldfield, Warwicks

Degree of Recognition

SIR,—Although we are not concerned with the correspondence, the most recent of which appeared in your issue of April 17 under the heading April under the 'Uniquely Qualified", we do feel that the opinion (irrelevant to the points at issue) expressed by Mr. S. V. Brown to the effect that his company is the only firm of valuers, etc., to the pharmameutical profession that is "recognised" by the Estate Agents' Council might easily be misconstrued. The position is that "registration" with the E.A.C. is at the moment quite optional, and the question of "recognition" does not arise.

ERNEST J. GEORGE & Co. London, W.C.1

SIR,—I have read with interest the letter of Mr. S. V. Brown (C. & D., April 19, p. 344) and would point out that Mr. Brown's opinion is wrong. There are many transfer agents to the pharmaceutical profession who are recognised by the Estate Agents' Council. Recognition by the Estate Agents' Council is not in itself a qualification. Any member of the general public who cares to open up as an estate agent can apply to be placed on the register, and the Council has absolutely no power whatsoever to

refuse any applications. It does, however, have the power to remove from the register names of agents who do not abide strictly by a certain code of conduct. So far as valuation work and stocktaking are concerned, valuations, surveys and town planning applications, compensations, mortgages and sale of chattels (stock and fixtures are chattels) are particularly excluded from the orbit of the Council in its statement issued under Article 36 (1) and (2) of its articles of association. Members of certain professional associations have their names on the register free of charge, but membership of these associations is not in itself accepted as a qualification for appointments in Government or local-government departments.

E. W. CRATE, F.S.V.A London, S.W.19

Pharmacy as a Career

SIR,—As a student and as one particularly interested in pharmaceutical education, I have followed with interest the ideas put forward for publicising pharmacy as a career. I feel personally that the answer to this problem lies with the student, through whom a nation-wide campaign aimed at school leavers could be evolved. Such a campaign might take the following lines. The Society could circularise headmasters of senior secondary schools in Great Britain, in order to ascertain which schools would be interested in talks about pharmacy as a career. Each student willing to take part in such a scheme would be allocated a school, or schools, in his home area, to which he would go along and give a short talk on pharmacy as a career. This talk might also include a short outline of the degree course for pharmacy, and could be supplemented by the Society's slides on "Pharmacy as a Career." am sure that branch careers officers would be useful in helping to coordinate a scheme such as I outline but I feel that the people best qualified to give career talks about pharmacy are students. While many might suggest that the student might lack the information necessary for such a talk, that could be circumvented by the Society's issuing a skeleton speech with suggested topics. Such a speech could include information such as entrance requirements and basic salary scales in the branches of pharmacy. As to the feasibility of such a campaign, I would point out that such schemes are carried out by the nursing, banking and law professions, to name but a few. I myself participated in a similar scheme run by the Scottish Union of Students, designed to inform school leavers about university life. A campaign such as this could be co-ordinated by the Society, heads of schools of pharmacy and the British Pharmaceutical Students' Association. I would respectfully submit that, even if the scheme did not succeed in generating interest in pharmacy as a career, it would serve as a useful public-relations venture and at least the present school leavers would have some grasp of the function of the pharmacist in society.

D. J. DALGLISH,

Edinburgh



For Retailer, Wholesaler and Manufacturer
ESTABLISHED 1859

Published weekly at 28 Essex Street, Strand, London, W.C.2 TELEPHONE: 01-353 6565

Reprehensible Surrender

By sitting tight and refusing to budge, the doctors have, against all reason, imposed their will upon the Secretary of State for Social Services (see p. 391). The "status quo" in rural dispensing is to be maintained. The anachronism of Regulation 27, with its one-mile rule dating back to 1911, is to remain.

In whipping up local public support in their favour, the rural doctors were exerting a selfish pressure to maintain present incomes and future pensions, an entire disregard for their patients' entitlement to pharmaceutical service as excellent as their medical treatment. They exploited the strangely persistent myth that a doctor's training includes a pharmacist's but goes beyond. The astonishing thing was that their disingenuous campaign gained the support of their urban colleagues, so that the whole profession engaged in the campaign of obstinate procrastination that has so unfairly emerged successful.

That the Minister has surrendered is almost comparably cynical. The doctors are more numerous and therefore more electorally important than the pharmacists. There has been "no pressure from the public for a change." But the Minister is aware, as the rural public are not, that many rural patients are getting a second-class service in medicines. The Minister, in his letter to Mr. Darling and Mr. David, admits that he regards as "regrettable" the doctors' refusal to ratify the agreement put forward by his predecessor Mr. Kenneth Robinson, and his own description of his decision was "reluctant."

So the doctors, recently too overworked to advise patients on prescription-levy exemptions, and absolved from doing so, are not too overworked in country areas to usurp the pharmacist's job. The pharmacists have been quick, through the letter sent jointly to the Prime Minister, to show their "surprise and anger." But they must do more. Urban and rural pharmacists must join to attack, by every constitutional means, the Minister's decision and get it reversed. Otherwise the implication of their qualification, namely that the preparation of medicines is a responsibility for which the community requires a prolonged and specialised training, may come to be as lightly set aside in the towns as in the country. Everything must be done to enforce the draft agreement under which only extreme difficulty in getting medicines, whether through distance or inadequate communications, shall disentitle a patient to professional pharmaceutical service.

On Top But Reaching Higher

WITH its exports at a record £97.3m. (22 per cent. up against 17 per cent, for all industry), the pharmaceutical industry might have been pardoned for leaving to others an inquiry into why the results of an innovating industry were not even better. Yet the chairman of the Association of the British Pharmaceutical Industry (Mr. John Lumley, M.P.S.) announced at the Association's dinner on April 24 (p. 396) that the council had decided to invest in a research project aimed eventually at greater profitability for the industry. For some time there has been a feeling among the Association's members that, by comparison with certain other countries, they have not been gaining the full benefits of their innovations as a research-based industry. The British pharmaceutical industry has made notable contributions of course to advances in medical treatment but has not always reaped the full potential reward. The sponsored research, a joint effort between the Office of Health Economics and Professor Duncan Burn at Manchester University, is directed to finding out the reasons—with a view, no doubt, to applying them for the greater benefit of the industry and the community. What makes the move an enlightened one is that its fruits will be available to other research-based industries (electronics and aircraft for example), though no doubt, if the findings show sufficient promise, those other industries will wish to contribute.

Pharmacists generally will be grateful to Mr. Lumley on another score, namely his insistence that the medicopharmaceutical forum, to which pharmacists are admitted only as observers, is wrongly named. The correct remedy, of course, would be, not to change the name to make it pedantically accurate, but to admit pharmacists as full partners in discussions that concern them so closely.

Training Levies

SUBJECT to the approval of the Secretary of State for Employment and Productivity, employers in the distribution industry (including pharmacies and pharmaceutical wholesalers) will be faced later this year with a training levy under the Industrial Training Act of 0.5 per cent. of payroll (see p. 379). Employers with an annual payroll of under £5,000 will, however, be exempt from levy (and will not receive grant) unless they decide to contribute voluntarily to the scheme.

In calculating the payroll of a pharmacy, there is every possibility that the salary of the pharmacist will not be taken into account. The Industrial Training (Distributive Board) Order, 1968, specifically excludes from the Board's mandate "any activities undertaken personally in the exercise of his profession as such by an individual who is a registered pharmacist or a registered optician." Clarification of the definition of "exercise of his profession" is being taken up with the D.I.T.B. by the Pharmacy Assistants' Training Board which contends that, in a one-pharmacist shop, most of a pharmacist's time is spent on professional duties. Assuming an average pay of £500 per assistant, therefore, there might be up to ten employees before admission to the scheme became compulsory. Of course, references in the scheme are to employers and not to premises, so that most chains of more than two or three pharmacies would be covered.

Will it pay the small business to be included in the

scheme on a voluntary basis? That depends very much upon what proportion of the costs of any given type of training the Board decides to pay. We are given to understand that the minimum levy will be based on the £5,000 payroll which, after a deduction of £2,500, means a levy of £12 10s. If full advantage is taken of day-release training schemes for pharmacy assistants, both those in existence and those in preparation, it should

not be difficult for an employer to recoup that amount from the Board in a year.

Depending upon the response of the Secretary of State, it may be expected that levy notices will be sent out during the autumn. Board members have already made known their desire to get both levy and grant forms out together, so that only the balance of money due would have to change hands.

Uganda Papain

Mr. R. Hopkins (Biddle Sawyer & Co., Ltd.) recently visited a plantation in Uganda, where papain is produced. He describes the various processes through which the material passes before enzyme reaches the market

THE plantation visited was well organised, having several acres of paw paw trees planted diagonally about 6 ft apart. The trees were about eighteen months old, very regular in height (about 9 ft); they bore, in most cases, mature fruit. About 5 ft from the ground clusters of fruit are attached to the trunk by a thick stem, the most mature being nearest to the ground. I understand that a tree takes about nine months from planting to to reach maturity and then fruits for three years. After three years a new plantation is grown from selected seed on a different site and the old trees destroyed and ploughed in. The foilage is rather palm-like, being green and yellow. The mature fruits resemble large melons and are nearest to the ground, graduating in size towards the top. Only the largest fruits are tapped. They are dull green when unripe, turning to yellow as they ripen.

Tapping for the latex is made by using a stick about 3 ft in length. One end of the stick is split, a razor blade is inserted and secured in place by a nut and bolt. The razor is so positioned that it does not cut deeply into the fruits. Tapping is made during early morning before it is too hot, otherwise flow is impeded because the latex "gels" too quickly. The collector first fixes just below the fruits a canvas tray that has two parallel staves between which is slung the canvas, with a yoke cut out, so as to slot it on the trunk, the yoke cut-out space being covered by a further piece of canvas. The collector then proceeds to "stroke" the fruits several times with the cutting end of the stick, and the latex begins to trickle out and is collected on the tray. It seemed to me a slow business, and the latex quickly gelled even on the fruits, thus sealing the scratches with gelled ridges of papain. That demonstration, however, was made in the hot sun of the afternoon. The collector then moved to the next tree, and another African removed the papain adhering to the cuts made on the fruits of the first tree.

At the plantation visited, collectors were paid according to the weight of their individual collections. Some collectors have been known to mix water with the papain, so the papain is squeezed by hand before weighing. At that stage a collector might try to mix tapioca flour to increase weight and, of course, an unscrupulous planter could do the same, since tapioca grows in abundance in those parts. It could account for the presence of starch by adulteration but, when the fruits are young, deep cuts could also produce starch in the latex as it is present in the fruit itself. A planter unskilled in tapping could unwittingly cause that to happen, especially in an endcavour to obtain maximum yield by cutting immature fruits too deeply. The starch content, should that occur, would be at a maximum of 5 per cent.

On the plantation visited, from which my company obtain almost all of their papain requirements, about twenty collectors are used early in the morning and are strictly supervised. The presence of black specks indicate that the latex, which seals off the scratches, was left on the fruit too long, leaving a hard and dirty residue. The pinky and brown pieces are due to uncontrolled drying in the kiln, guessing the temperature, and using ordinary fires; No. 2 papain is, of course, sun dried. The drying kiln was housed in a windowless building (papain being affected by light) and a hot-air plant, driven by a separately housed petrol engine, was used. The papain was placed upon meshed trays about 48 sq ft in area, which fitted on top of a brick base about 4 ft in height, the hot air driven into the space below. I was not told the time taken to dry or the temperature within the kiln. It was amusing to note the studious way the Indian plantation manager avoided giving that information. The main skill is in the drying. After drying, the papain is weighed and packed into new tins and sealed, though some producers now favour the polythene-lined bag as being cheaper and more convenient.

Any Business Questions?

I am thinking of buying new premises. Would you advise me to buy them myself and rent them to my company, or should the company buy them for its own use?

You would be well advised to buy the premises yourself because the rate of capital gains tax payable by individuals is less than the rate of corporation tax payable by companies on their gains. As to rent, it might be better for you to be paid a higher salary, and your accountant should advise you on that.

We are a pharmaceutical manufacturing company. Some time ago we took an interest in a foreign company whose shares were virtually worthless at the time, on the basis that we would make available certain manufacturing data and formulas. The products could then be produced by the foreign company and the shares might then become worth something. So far the programme has only just begun, but it seems to be going well. The time for preparation of the annual accounts has arrived, and the auditors wish to put a lengthy descriptive note on the balance sheet. We do not mind a note but think that at this stage it should be short, and should not attempt a valuation. Can you advise us, please?

All that would seem to be necessary in such a case is a note saying the country in which the foreign company is registered, the number of shares which your company holds, and the extent of its interest.

Pharmaceutical Society of Ireland

MONTHLY MEETING OF COUNCIL

IF a problem of drug dependence existed in Ireland, the Department of Health must accept some of the blame, as they had operated a dispensary system that did not provide for stock control, record-keeping, inspections by the Society's inspector, or for adequate pharmaceutical staffs, said Mr. J. P. O'Donnell at the monthly meeting of the Council of the Pharmaceutical Society of Ireland in Dublin on April 15.

Safeguarding Drugs

Mr. O'Donnell was commenting on a letter from the Department referring to a telephone conversation with the Society's registrar concerning the need to ensure that drugs liable to misuse did not come into the possession of unauthorised persons. The letter noted that the Society had arranged for the publication of a notice (see C. & D., March 22, p. 248) drawing the attention of pharmacists to the need for safeguarding stocks of such drugs. "The gardai have recently indicated however, that, with the tightening up of precautions in Dublin dispensaries, there is a danger of drug thieves turning their attention to retail pharmacies. In the circumstances, it is important that each retail pharmacy, particularly in Dublin, is fully alerted to the position and perhaps the Society would consider writing to such pharmacists in the Dublin area advising them accordingly? The gardai would be in a position to advise the owners of pharmacies on the necessary measures to prevent unauthorised entry to their premises.'

Pointing out that the Council had made representations to the Department over the years drawing attention to the need for proper control over drugs distribution, Mr. O'Donnell said that things were now coming to a head, but action being taken was too late and too little.

MR. M. L. CASHMAN said that in the public interest the Society had penalised its own members to ensure that the regulations were observed—and they would continue to do so. It was not often clear what the effect of drugs of dependence was, but teenagers were now mixing all sorts of preparations, which often led them to criminal activity. A new approach to the distribution of medicines was essential. They must be seen to be dangerous and recognised as such—and must not be made available through all sorts of outlets as they were at present.

MR. O'DONNELL said the "pastime" of breaking into dispensaries in Dublin seemed to be on the wane. Thieves were now turning to pharmacies. Throughout the country there were 500 dispensaries with little security. Those also would now become the target of people looking for drugs. The National Drugs Advisory Board should recommend the Department to introduce regulations immediately under which pharmacists would do the dispensing and so remove the drugs from the dispensaries. DR. W. E. BOLES agreed it would help if hard drugs were removed from dispensaries

and confined to pharmacies.

MR. D. J. KENNELLY urged pharmacists to take advantage of the excellent service given by the gardai, which included inspection of premises and advice on the best way of protecting against robberies. In addition, in Dublin Castle a complete range of anti-theft devices was on

The Council agreed to hold a special meeting on April 28 to consider the provisions of the recently published Health Bill (see C. & D., April 19, p. 351). Mr. R. J. Power said that a section of the Bill of importance to pharmacy was that proposing the setting-up of regional health boards and advisory bodies, regional hospital boards and Comhairle na nOspidéal. It was vital that pharmacists should be represented on those bodies. They had made

their views known to the Minister but the issue should be pressed without delay.

MR. V. G. MCELWEE said that Donegal Pharmacists' Association had already made representations to the Minister to have a pharmacist appointed to the regional board for his area.

A letter from the secretary of the Irish Drug Association (MR. B. SMITH) stated that at its last meeting the I.D.A. committee had offered to co-operate with the Council in matters of mutual interest concerning the Health Bill. It was agreed to keep the Association informed of the Council's activities.

From the National Drugs Advisory Board came a letter stating that it had noted that the question of requiring containers of dispensed medicines to be labelled with the name of the contained product (except where otherwise indicated by the prescriber) had been raised on various occasions during the past few years. That would, of course, be a reversal of the existing practice but it appeared to the Board that some cogent arguments had been advanced in favour of the change. They were (1), a case of acute poisoning could more readily and speedily be treated when reference to the label of the container of the drug administered would identify the product; (2), in the administration of anaesthetics it was important to ascertain with the minimum of effort and delay what medication the patient might have been receiving, and (3) in case of a person admitted to hospital it was again important to ascertain, with the minimum effort and delay, what medication the patient might have been receiving.

The Board had noted that the British Committee on Safety of Drugs was in favour of the change, and that, in particular, its chairman, Sir Derrick Dunlop, had strongly advocated it. The Board accepted that the question was largely one for the medical and pharmaceutical professions and the views of the Society would be of great assistance to the Board in its future deliberations on the matter. The Board would be grateful for an indication of

those views.

Acceptable Under State Service

MR. D. J. KENNELLY said that labelling in the suggested manner would be quite acceptable if a full State service was being provided by community pharmacists, as in Northern Ireland. As matters stood there would be a complete breakdown of the dispensing service if the recommendations were adopted in the Republic. It would lead to a big increase in self-medication if the proprietary name of the product were to be placed on the labels.

MR. F. LOUGHMAN said danger could arise under the suggested change if patients transferred the contents of a bottle into another container. Unless a pharmacist was satisfied that the preparations would be handled with considerable care he should not be asked to label in the

manner suggested.

The Council agreed to a suggestion by MR. M. F. Walsh that the matter should be referred to a special committee. Mr. Walsh believed pharmacists would eventually be required to write the name of the drug on the label. They should not be unduly worried if it were the generic name that was to be displayed.

MR. M. L. CASHMAN thought that containers should be devised so that it would not be possible to switch lids on which directions were written. MR. R. J. POWER said that the label should contain the generic name; the date on which the prescription was issued and the number of tablets contained, as well as the name of the patient.

(To be concluded)

ROYAL SOCIETY OF HEALTH

Pattern of Self-medication

PROVOCATIVE views of a manufacturer, a retail pharmacist and a doctor were put before members attending the pharmaceutical session of the Royal Society of Health Congress on April 29, when they discussed a market worth approximately £65 million a year.

OPENING the pharmaceutical session at the Royal Society of Health Congress, Eastbourne, on April 29, MR. W. M. DARLING (vice-president of the Pharmaceutical Society of Great Britain) said: "The safe and therefore permissible degree of self-medication has never been established. The health professions, with the tacit approval of the Government, have reached a compromise—a somewhat uneasy compromise—with the public. It is a compromise which permits the public free access to the whole host of medicines, those which are thought to be least dangerous and least likely to be abused; and it is upon these that the art of self-medication thrives."

He wished to say a few words about the illicit—the malignant—trends in the pattern of self-medication. They were trends that were becoming more and more acute. The drug cult permeating society was not confined to the "headline" drugs such as heroin and cannabis. It was a cult involving self-medication with freely available medicines, sought out by impressionable youth as aids to psychedelic experience. "This is one of the blots on the pattern of self-medication which sometimes escapes notice. My fear is that these young self-medicators are the apprentices in the drug cult, and that some of them at least are undergoing an initiation that will lead them on to disaster."

Evidence of the initiation of those youngsters was widespread. Teenagers in many towns and cities had bought cough linctuses for the "kicks" to be gained from massive overdoses: a sinister craze for self-medication that must not be allowed to spread. So soon as it became known that students were "on the bottle," the Pharmaceutical Society had issued a warning concerning a cough linctus to all all of its members throughout the country and supplies had been restricted to purchasers whose motives were above suspicion.

Twilight Area of Addiction

Pharmacists in a number of areas of the country had co-operated in imposing their own ban on the distribution of other medicines so soon as their abuse has been detected. In attempting to stem the tide of abuse, the pharmacist was frequently called upon to exercise the wisdom of Solomon. Self-medicators in the twilight area of addiction, where self-injection was rife, did not normally testify to their tragedy when they demanded a disposable

syringe. They might claim that it was to be used to oil a model engine, but the possibility of an ulterior motive was real, and pharmacists, who had been asked by the Society personally to supervise the sale of such syringes, were now restricting their supply to registered addicts and to those obviously requiring them for therapeutic purposes. One important lesson to be learnt from the present situation was that the trends in self-medication involving abuse and experimentation were ever-changing, and that the professions serving the health of the nation must be ready to act instantly against them.

Papers were presented by Messrs. K. M. HENDERSON, B.Sc., Ph.D. (development planning co-ordinator, Aspro-Nicholas, Ltd.), J. P. KERR, M.P.S. (chairman, Practice Committee, Pharmaceutical Society, and on behalf of Stuart Carne, M.B., M.R.C.G.P., D.C.H. (a general practitioner).

Up-to-date Home Remedies

In his paper putting the manufacturer's point of view Dr. Henderson said that the home remedies available to the public today were largely confined to mild analgesics, antipyretics, indigestion remedies, laxatives, cough and cold treatments, and various types of medicated skin preparations. Considerable sums of money were spent on research and development to keep well established products up to date. The highly competitive environment in which all medicines were marketed ensured that the most sophisticated scientific and medical techniques were used to innovate or evaluate improved formulas. The complexities of developing, testing, manufacturing and distributing proprietary medicines today were such that no reputable company could engage in those activities without employing the professional services of pharmacists, doctors, pharmacologists, chemists and engineers to make certain that high standards were maintained. The Proprietary Association of Great Britain estimated that the total annual sale at retail prices of home remedies during 1968 was in the region of £65 million. Approximately two-thirds of them were sold by pharmacists, and the remaining one-third were purchased through non-pharmaceutical outlets such as supermarkets and small general

WITHIN the medical profession there were widely divergent attitudes to the use of home remedies. It would be foolish to deny that medication in the

QUOTES FROM THE PAPERS PRESENTED

THE MANUFACTURER: In order that the pharmacist improve his professional status in society it would appear that, instead of acquiring a monopoly of home remedies, the community would be much better served if he were given discretionary authority to sell more potent preparations. including some at present confined to doctors' prescriptions, Such an increase in professional responsibility is justified by the heightened standards and quality of pharmaceutical education which have developed over the past thirty years.

THE RETAIL PHARMACIST: The pharmacist looks for allies to help him pierce the community's massive indifference towards medicinal hazards. He is not encouraged by a branch of defeatism which opts for no protection in the supermarket because that protection in the pharmacy is incomplete.

THE FAMILY DOCTOR: Should the chemist be expected to vet the use his customers make of the pills he sells over the counter? What qualifications or experience are possessed by most of the counter hands in retail pharmacies today? The girl who sells a bottle of indigestion mixture at the pharmacist's shop one week may well be selling stockings in a supermarket the next. So why shouldn't she sell aspirin in the supermarket as well?

home had its dangers. There was always at least the theoretical risks that when treating oneself for a suspected minor ailment, the real cause was more serious and that time was being lost before effective therapy could begin.

As society became better educated

As society became better educated there was a parallel tendency for drugs to become more complicated. The proportion of society able to comprehend and evaluate for itself those medicines which could be bought without prescription was probably not much higher now than in the previous generation. "In these days of growing con-

sumer protection the dogma of caveat emptor has become weaker and weaker, and in no field is this more true than for medicines retailed to the public. Manufacturers with a reputation to protect have welcomed and, from the outset, willingly co-operated with the appropriate government departments in drafting codes of practice to be put in the statute book."

Dr. Henderson then discussed the controls exerted by legislation and advertising codes. He claimed that by and large the voluntary control of national advertising as it affected home medicines could be said to work well, but there would always be advertising claims whose validity was difficult to establish, just as there would always be differences of opinion in senior medical circles concerning the value and efficacy of certain products. The Pharmaceutical Society had made it clear that it wished to see the public advertising of all medicines abolished, and the sale of virtually all medicines to the public confined to pharmacies. "Moves that would immediately channel all retail sales of home remedies — worth £65 million — through chemists' shops and, at one stroke, deliver a distributive monopoly into the hands of an organisation seeking to abolish the public advertising of these medicines might well arouse scepticism.' Dr. Henderson's final comment on the pharmacist was that quoted on page 394, column 3.

Pharmacist's Responsibility

"The protective rôle of the pharmacist" was the title of Mr. J. P. Kerr's paper. He referred to medicines as being "big business" and, "not unnaturally, even bigger business can be promoted by advertising. Unlike the doctor, the advertising copywriter does not wait for the patient to call on him. With the aid of the television screen he holds his 'surgery' nightly, diagnoses the disease for millions of viewers, and then lets everybody live happily ever after—or, at least, those of the audience who resort to his product. What incredible balm for a nation!"

Into that atmosphere of public euphoria the young pharmacy graduate stepped to act as public adviser. He was the custodian and supplier of the nation's medicines. "He is the only health practitioner with anything like a full view of the incidence of self-medication and its inter-relation with medically prescribed medication, and yet his authority is usurped by unqualified personnel in supermarkets and shops who have the privilege, to sell a wide range of medicines."

Mr. Kerr said he wished to make it clear that the pharmacist neither claimed nor wished to be a diagnostician. His rôle was to advise on the suitability and safe use of medicines, and to protect the public from their own ignorance. While it was not the pharmacist's function to diagnose and treat disease, he accepted that there was an element of self-diagnosis in all requests from the public for medicines that could be supplied without a doctor's prescription. "The pharmacist is in a position to assist and protect the patient by assessing his need and,

where appropriate, advising upon the use dosage and storage of the prepara-

Mr. Kerr claimed that the pharmacist operated a degree of control over the distribution of aspirin and aspirin-based compounds that could not be ignored. "Indeed, he is to be congratulated on his performance, executed in a commercially created climate of opinion which maintains that aspirin is entirely harmless."

Informed observers of the health scene were now recognising that the pharmacist has a vital part to play in health education. A meeting between the Minister of Health and his chief medical officer, the president and some senior officials of the Pharmaceutical Society, and the Association of the British Pharmaceutical Industry, with perhaps some representatives of the Society of Apothecaries, local-authority medical services, and the Council for the Training of Health Visitors, should be held to consider the problem.

Presenting a family doctor's point of view, Dr. Stuart Carne, dealt at some length with the findings of Professor Butterfield given in what he described as a superbly written monograph, "Priorities in Medicine" (Nuffield

Provincial Hospitals Trust).

"Many people do not consult a doctor because they believe that what they are suffering from is trivial. Like Professor Butterfield's wife, they believe that their symptoms are one of the things you have to put up with. What we have to ask ourselves is: are these people right? Would they be better off if they saw a doctor before they swallowed any medicine?"

What Butterfield had found "and this I find most worrying," was that some patients who said they suffered from indigestion were buying medicines that appeared, on the face of it, to be totally unsuitable: aspirin, for example. Other patients were taking indigestion remedies for a cough or for rheumatism!

"Better Advice" Needed

What was obviously needed was better advice on which simple remedies to take. In his paper Dr. Carne asked: "Whose responsibility should it be to educate the public? What should the manufacturers put on the label and in the literature (if any) which is found in the pill box? Should there be laws further regulating advertisements? Perhaps, like those now obligatory for 'ethicals' in the United States, they should compel the manufacturer to list contraindications, though some better expression more suitable for a lay readership should be used." Then followed the quotation given on page 394. There were pharmacists who said they should be encouraged to do more counter prescribing. He thought he had no objection to that if it was the chemist who did the "prescribing. would object to formal recognition of the practice if it meant acceptance of that which is all too commonly found at present in many shops, where the advice comes from an unqualified assistant.'

The crux of the problem was whether pharmacists really wanted to be pur-

veyors of free medical advice?

Pharmacists who had the inclination should not be discouraged from taking part in the task of health education. However, he doubted if that was a function which many of their colleagues really wanted, particularly when they discovered that lessons in health education did not normally end in the sale of a bottle of medicine! "I am being deliberately provocative because cannot convince myself that my friends in retail pharmacy really understand what is implied by health educa-tion. I have said that I accept their present practice of counter prescribing provided this is done by an expert, and provided this is done with the clear understanding that there are limitations to this type of medical care." The more skilled the adviser, the sooner would he realise his limitations and the sooner he would encourage those patients for whom it was advisable to get medical advice.

"There is no harm in self-medication, provided it is done with knowledge and understanding. What is needed is less criticism and more education; education about how the body works; what is likely to go wrong; what to do when it does; and to whom to turn in difficulty."

Minister Opens Congress

When opening the congress on April 28 the Minister of State for Health (BARONESS SEROTA) gave an assurance on behalf of the Secretary of State for Social Services (Mr. R. H. S. Crossman) that he fully accepted the independent contractor status of general medical practitioners, dental practitioners, pharmacists and opticians. Mr. Crossman, who was to have opened the congress, but was detained in London on Government business, would have denied categorically, said Lady Serota, any intention to change the structure of the service so as to interfere with that status.

Body Defences Enhanced

NEW MILK DERIVATIVES FROM ISRAEL A NEW group of substances claimed to enhance the protective mechanisms of the mammalian body against infectious diseases has been developed by a research team of the Weizmann Institute of Science and the Colcani Institute of Agricultural Research, Israel. The substances, known as caseidins, were obtained by enzyme action on casein. They form a family of compounds that differ according to the mammalian milk source of casein used (the researchers employed milk from cows, sheep and gazelles). Experiments with mice, guinea pigs and rabbits showed that administration of caseidin prior to infection protects against lethal bacteria, particularly against the staphylococcus and streptococcus; 1 g can treat 7,000 rabbits. The mechanism of caseidin's action is still unknown, but it is assumed that the body's own natural immunity is stimulated. The research workers are hopeful that the caseidins may prove of value in combating, in man, bacterial diseases resistant to antibiotics and other currently incurable infectious diseases.

CHAIRMAN'S ANNOUNCEMENT AT A.B.P.I ANNUAL DINNER

Drug Industry Sponsors "Innovation" Study

AN announcement of considerable foresight and importance for the future of the pharmaceutical and other research-based industries was made by the president of the A.B.P.I. (Mr. J. A. LUMLEY, M.P.S.) at the Association's annual dinner in London on April 24.

The Office of Health Economics, he said, with the assistance of Professor Duncan Burn of Manchester University, would be studying the feasibility of setting up a permanent organisation to research into the "innovative process." The pharmaceutical industry would be only one of many industries that might be studied by the that might be studied by the new body. "Others with many characteristics in common with ours include aircraft, electronics, scientific instruments, computers, plastics and a good deal of the chemical and engineering industries

Principal guest at the dinner was SIR MAX ROSENHEIM (president of the Royal College of Physicians) who spoke of his "great and long-standing admiration" for the pharmaceutical industry and praised both its export achievements and its contributions to the fight against disease. "When I go into a medical ward today, I am aware of the diseases that have largely disappeared: the young adults with lobar pneumonia, the adolescents crippled by rheumatic fever the patients with tuberculosis, the chronic syphilities and patients with typhoid fever, polio-myelitis or pernicious anaemia. The present-day medical student is usually unaware of this change. He finds the ward full of elderly patients with degenerative and neoplastic disease coronary heart disease, strokes, hypertension, renal failure and arthritis. I wonder whether your industry will be able to effect a similar change in the next thirty years."

Mr. Lumley had previously said "At midnight tonight my term of office ends, and as immediate past president I hope I may come close to matching the contributions to the wise conduct of our industry's affairs made by former presidents." The past eighteen months had been eventful for the industry and many grave issues remained to be resolved.

A Notable Record

"I think our guests tonight, as well as members of the industry, will know that we are in the thick of negotiations with the Department of Health and Social Security to arrive at a further revision of the voluntary price regulation scheme that has existed between Government and industry for more than nine years." He did not propose to re-hearse them that night, but two recent pieces of news were worth mentioning. "The pharmaceutical industry has a

notable record of exporting from Britain. Figures for 1968 show that yet again a record has been achieved: a total of £97.3 million (22 per cent. above the 1967 total, compared with a 17 per cent. increase for the whole of British industry)." By including estimated parcel-post dispatches, the industry could confidently claim £100 million of exports annually, against imports of less than £30 million Exports ports of less than £30 million. Exports of the industry had increased five-fold since 1948, against a three-fold rise for industry as a whole. "It is significant that our growth in exports is accounted for mainly by sales of branded proprietary products resulting from innovation, in other words from research and development."

The record seemed to show that the British, as a people, need feel inferior to no one in respect of the process of invention itself but, as they knew from experience in their own industry, many attitudes and policies in Britain appeared to have a stunting effect on the commercial exploitation of inven-

tion. That was why it struck the industry as important to study in detail why that had been so and to find ways of correcting the situation, and why the Association had made the grant already referred to.

After judicious references to the

many important guests present, Mr. Lumley invited Sir Max to reply.
Sir Max praised the voluntary support given by the pharmaceutical industry to the Committee on the Safety of Drugs. All hoped, he said, that the new statutory Medicines Com that the new statutory Medicines Commission, with its committees would engender the same excellent relationship. Industry and profession depended upon each other in many ways, "We on you for the supply of new pharmaceuticals and you on us for your sales and for the testing and trials of new drugs." An outstanding problem that had yet to be solved was the provision of facilities in personnel, time and patients for the proper conduct of controlled clinical trials.

He welcomed also the recently formed medico-pharmaceutical forum, initiated by Sir Hector MacLennan (president of the Royal Society of Medicine). The whole medical profession was grateful for the outstanding help provided by the industry in encouraging post-graduate medical educa-

Chemical Traders' Difficult Year

"VIGOROUS protests" by the British Chemical and Dyestuffs Traders' Association against the import deposits scheme introduced by the Government in November 1968, had brought no response or amelioration from the Government. Making that statement at the Association's annual meeting on April 29, the chairman (Mr. D. A. GATES) said that in his opinion the amount paid for chemical imports would not be significantly reduced, since many of the products concerned were not manufactured in this country but were essential to British industry.

"This method of raising an interest-free loan is much deplored, but your Council has taken steps to obtain satisfactory assurances from the Government that the repayment of these deposits will be made with meticulous promptness and accuracy, in order to avoid further loss of interest and additional costs in agreeing accounts with

Her Majesty's Customs."
During 1968 the Association and its members had also been adversely affected by changes in purchase tax, corporation tax, selective employment tax and National Insurance rates. The further impositions arising from the Chancellor's Budget proposals must add to the burden by increasing operating costs. After a two-fifths reduction of tariff duty in July 1968, the next onefifth reduction was due on January 1,

1970 and it looked as if earlier hopes for an implementation of the Kennedy Round plan would be abortive. The Americans had still not settled the matter of the so-called selling price, and Congress had been given extra time to pass legislation to abolish it. After six years of investigation a duty of 14 per cent. had been imposed on a certain type of silicon, consumers not having supported the efforts of the Association in resisting it.

The main preoccupation of the director and his staff during the twelve months had been in dealing with the ever-increasing number of queries.
"With this in mind, the director himqueries. self is personally visiting all members in turn . . . to discuss current prob-lems of mutual interest and—where desirable—to bring them before your council."

The Association's officers for the year are: President, Mr. G. S. Bache; Vice-president, Mr. C. W. Lovegrove; Chairman, Mr. D. A. Gates; Vice-chair-man, Mr. G. H. Owtram; Treasurer, Mr. J. Berthoud.

Annual Luncheon

Speaking in horticultural terms, Mr. GATES at the annual luncheon spoke of the "wonderful show of perennials" among both members and guests,

though sadly the late Mr. Dennis Flaherty, who had presided with great distinction for the past three years, was a council member of long standing who would be greatly missed.

Principal guest was MRS. MARGARET

THATCHER, M.P., who confessed herself

amazed that the private sector of industry had done so well in the face of so many imposts imposed by the Government. She congratulated especially the members of the Association on their excellent performance during the

Late Payments to Contractors

Central N.H.S. Committee asks for 100 per cent. "on account"

DELAYS in payments to chemist contractors in several Executive Council areas were causing real financial difficulties, the Central N.H.S. (Chemist Contractors) Committee agreed at its meeting on April 22. The secretary (Mr. J. Wright) was asked immediately to inform the Department of Health of the Committee's concern about the position and to represent in the strongest terms that Executive Councils concerned be instructed to make payments, on account, of 100 per cent. of the estimated value of the payment due, the payment to be made on the first working day of the month, where there was likely to be any delay in the May payments.

From correspondence received at the office it appeared that in many cases the payment made on account during April was only about 60 per cent. of the amount due. Although aware of the reluctance of the Department to make a 100 per cent. payment on account, the Committee considered that, in the present economic climate, with bank loans virtually unobtainable and wholesalers and manufacturers refusing to allow additional credit time, it was unreasonable and inequitable that the payment should be less than 100 per cent. As chemist contractors concerned would, on the date of payment, have a further month's prescriptions awaiting pricing, any overpayment could be recovered by the Department the following month.

In respect of payment dates generally, the Committee gave its approval to the submission to the Department's statistical department of figures in support of the Committee's representations. The Department had been informed that pharmacists were being required to provide additional finance for the National Health Service, to a level not previously contemplated, in a period of serious restrictions on bank overdraft facilities. In order to rectify the situation, the Committee had submitted that sums equivalent to 100 per cent, of the estimated amount due should be paid on the first working day of the month next but one after that in which

the prescriptions were dispensed.

At the outset of the meeting, at which Mr. G. T. M. David and Mr. J. Reed had been unanimously re-elected the Chairman and Vice-chairman respectively, the Committee were told that the 1969 dispensing costs inquiry had started, as planned, on the previous day. Training of the pharmacist-ob-servers had been completed over the previous two weeks and the activity sampling exercise would take place in the sample of 210 pharmacies.

The Committee noted that examples

of poor sorting of exempt and nonexempt forms had been reported by the pricing bureaux. It was agreed to point out to pharmacists the importance of correct sorting. Several members stressed the value of keeping a note of the total numbers of exempt and nonexempt prescriptions submitted. A suggestion was adopted that the Committee should consider seeking to set up permanent arrangements for the transmission of forms for pricing during emergencies such as postal strikes.

After considering the accounts of the Committee for the preceding year it was agreed that the levy on Pharmaceutical Committees should be increased by 50 per cent. with effect from October 1. Because of the meeting with the Secretary of State on April 23 (see p. 382), it had been decided to postpone the meeting of the Rural Areas Pharmaceutical Committee until May 19.

The Committee received a communication from the Department of Health about the pharmacists' proposals for the restriction of prescriptions for po-

tentially dangerous drugs month's supply. The British Medical Association had been consulted by the Department and had said that it would take time to formulate a view because of the number of interests to be taken into account. The Department had affirmed that an answer on the Committee's claim in respect of oxygen therapy services would be forthcoming soon.

Because about thirty replies from Pharmaceutical Committees were still awaited it was decided to defer discussion of "N.P." labelling until the May meeting. Replies received so far had indicated a majority against the acceptance of the Pharmaceutical So-

ciety's proposals.

Despite criticisms from a number of pharmacists about the dilution methods for part-dose prescriptions it was decided that further experience of pure metric prescribing was necessary be-fore recommending any changes in the agreed procedures. A majority of reports had indicated favourable experience with doctors' prescribing practices since March 3. The Pharmaceutical Society had confirmed that tests already carried out in the Department of Pharmaceutical Sciences had shown that the B.S. 5 ml plastic spoons were accurate. It was understood that Government laboratories also carried out periodic tests.

After a lengthy discussion about Sunday and public holiday rota payments, it was agreed that representations would be made to the Department of Health on the institution of a special additional "disturbance fee."

TWO PHARMACISTS ADMONISHED

Statutory Committee "as lenient as possible"

TWO pharmacists were admonished by the Statutory Committee of the Pharmaceutical Society of Great Britain on April 23. In one case the pharmacist had been convicted of three offences of failing to make entries in his Dangerous Drugs register and had failed to keep Dangerous Drugs in a locked receptacle. The other case concerned a pharmacist, who had supplied an ointment without a prescription, contrary the Therapeutic Substances Act 1956, and the Committee had also received information that he had supplied various medicinal products in containers not labelled with instructions or with his business name and address, some of the products being Fourth Schedule poisons. The pharmacist admitted the conviction. On his behalf MR. NEVILLE THOMAS (counsel) said that the pharmacist and his wife had On his behalf known the patient for some years, and were on close personal terms. However, there were some matrimonial problems between the patient and her husband, who had apparently accused her constantly of faking illness. She had therefore requested the pharmacist to supply medicines without labels or to supply medicines without labels or any indication of their origin. Counsel told SIR BENJAMIN ORMEROD (chairman, Statutory Committee) that the husband's anger had been directed at the pharmacist and the doctor concerned. The pharmacist had indicated that he had given separate written instructions about how the medicines were

to be taken. Concerning the conviction under the Therapeutic Substances Act, counsel stated that the supply to the woman, whom the pharmacist had known for twelve years or more, was the sort of "thing that pharmacists were tempted to do in relation to their own families." Giving the Committee's decision, SIR BENJAMIN said that, had there been any evidence that the pharmacist had committed breaches of regulations other than those in relation to the customer who appeared to be a family friend, the Committee would have been inclined to take a more serious view. In the circumstances they had decided to admonish the pharmacist. Mr. Thomas also appeared for the other pharmacist and said that there was a fault in the pharmacist's system of working that had now been put right. When the offences occurred, the Dangerous Drugs cupboard was in a different room from the register. That was no longer the case. He had earlier also said that the pharmacist had indicated his willingness to take more care over the ways his affairs were carried on and he also pointed out that "frequently months go by without his dealing with a Dangerous Drug prescription at all." SIR BENJAMIN ORMEROD, giving the Committee's decision, hoped the pharmacist would understand that they were treating him as leniently as they could in regarding the offences a laxity which has arisen through a defective system."

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, APRIL 30: Scarcity of offers of many CRUDE DRUGS persisted during the week. Cochineal was practically unobtainable on the spot and forward offers were firm. Buchu was in a similar position with only a small parcel of ovals being offered on a c.i.f. basis. The various GINGERS were dear while there were no offers from Sierre Leone. Hydrastis eased by one shilling lb in both positions and SAFFRON was down by 25s. per lb. TURMERIC rose 35s. per cwt and Peppers held their gains of the previous week.

Among Essential Oils Madagascar CLOVE LEAF was sixpence lb. dearer; whilst the bud oil from Zanzibar was unquoted the stem oil was offered around 20s. per lb, c.i.f. English-distilled CASCARILLA was virtually unobtainable the distillers being unable to obtain bark deliveries, which were said to be running about a year behind schedule.

An acute shortage of CINCHONA BARK which shows no sign of abating, has caused the makers of QUININE to increase their prices by about 50 per cent. and a further increase is expected in the near future. Elsewhere in PHAR-MACEUTICAL CHEMICALS, the price of ASCORBIC ACID was expected to be reduced within a few days.

Pharmaceutical Chemicals

ACETIC ACID.—(12-ton lots in bulk per ton), B.P.C. glacial, £85; 98-100 per cent.; £78. 80 per cent. grades; technical, £68; pure, £74.

ACETYLSALICYLIC ACID.—(Per kg) 1,000 kg. 9s. 2\frac{1}{4}d.; 250-kg, 10s. 0\frac{1}{4}d.

BENZOIC ACID.—50-kg kegs, 6s. 5d. kg. SODIUM SALT, 6s. 6d.

BORIC ACID.—B.P. grade in 1-ton and upwards (per ton); Granular, £84; crystals, £97; powder, £90 10s.; extra-fine powder, £92 10s. per ton in lined hessian bags, carriage paid in Great Britain. Less £1 per ton if supplied in paper bags. Technical from £70 to £80 10s. per ton according to type and packing. type and packing.

CITRIC ACID.—B.P. GRANULAR (single deliveries per 1,000 kg in lined bags), 50-kg, £237; 250-kg, £232; 1,000 kg, £223. Premiums: ANHYDROUS, 10 per cent.; POWDER, £10; CRYSTALS, £10.

GALLIC ACID.—B.P., 12s. 6d. per lb for 1-cwt lots; 5-cwt, 12s. 3d.

HYPOPHOSPHOROUS ACID.—B.P.C. 1959, 16s. 9d. per kg; pure (50 per cent.), 20s. 9d. Hypophosphorous

Magnesium carbonate. — 1-ton lots; light, £135 6s. 8d.; heavy, £135-£163 6s. 8d.

MAGNESIUM HYDROXIDE.—B.P.C., 1-ton lots, £466 13s. 4d.

MAGNESIUM OXIDE, B.P. (Per ton).—LIGHT, £485 6s. 8d.; HEAVY, £793 6s. 8d.

MAGNESIUM PEROXIDE.—B.P.C. (15 per cent.), 3s. 11d. lb for 1-cwt. lots.

MAGNESIUM PHOSPHATE.—TRIBASIC, B.P.C. 1949, 10s. 4d. kg, in sacks; DIHYDROGEN, 9s. kg for 50-kg lots.

Magnesium sulphate.—B.P. crystals in minimum 1-ton lots £27 per ton, exsiccated, £70-£74 ton, ex works.

MAGNESIUM TRISILICATE.—1-ton £448.

OLEIC ACID.—B.P. £171 per ton delivered. PHOSPHORIC ACID.—B.P. (s.g. 1.750); 10-drum lots, 156s. 10d. per cwt; 54-kg lots in bottles, 4s. 9d. per kg.

Pyrogallic acid.—1-cwt photographic crystals, 32s. 3d. per lb.

SACCHARIN.—B.P. powder, 1 lb and over 15s. 6d. per lb; sodium salt, B.P., 14s.

Salicylic acid.—250-kg, 7s. 3d. kg. SUCCINIC ACID.—£149 ton in drums.

SULPHUR.—(Approximate prices per ton) SUBLIMED FLOWERS B.P., £85; GROUND, £35 to £40; PRECIPITATED, B.P., £150; ROLL, 40 to £45. All ex store.

TANNIC ACID.—B.P. fluffy, 11s. 3d. per lb (5-cwt lots) and powder, 11s.

TARTARIC ACID.—1,000-kg, in bags, de-livered, £368 10s. Drums plus 10s.

THIOGLYCOLLIC ACID.—Basic rates per lb 97-98 per cent., 26-lb packs, 15s. 6d.; 75 per cent., 11s. 6d. AMMONIUM THIOGLYCOLLATE 40 per cent., ph 9·3 (24-lb packs), 7s.; MONOETHANOLAMINE THIOGLYCOLLATE, pH9.9 40 per cent. 10s. 2d. All carriage paid United Kingdom and subject to purchase tax.

Crude Drugs

AGAR.—Kobe No. 1, 18s. 6d. lb, c.i.f.; European powder, 16s., delivered.

CINNAMON.—Seychelles bark, 475s. cwt, c.i.f., 490s. spot. Ceylon quills (c.i.f.), four 0's, 8s. 6d. lb.; quillings, 4s. 8d.; chips, 1s. 10d.

COCHINEAL.—(Per lb). Canary Isles silvergrey, spot nominal; 37s. 6d., c.i.f., black brilliant, 41s. 6d., c.i.f. Peruvian silver-grey, 35s., c.i.f.

GINGER.—Per cwt, Nigerian, peeled, 460s., spot, 455s., c.i.f.; split, 460s.; 440s., c.i.f. Jamaican No. 3, 650s. Sierra Leone, no offers. Cochin, 515s., c.i.f.

Hydrastis.—33s. 6d. lb; 32s. 6d., c.i.f. IPECACUANHA.—(Per lb)—Matto Grosso, spot, nominal; 52s. 6d., c.i.f.; Costa Rican,

62s. to 65s. spot.

PEPPER. — (Per 1b) — Sarawak white, 2s. 11½d. on spot; 2s. 10¾d., c.i.f.; black, 2s. 6d., spot; 2s. 4½d., c.i.f. Brazilian, 2s. 6½d., spot.

SAFFRON.—Mancha superior, 625s. per lb.

Seeds.—(Per cwt)—Anise.—China star unselected 230s.; Spanish green, 260s., spot. Caraway.—Dutch, 180s., spot. Celery.— CARAWAY.—Dutch, 180s., spot. CELERY.—Indian not available on spot, new crop for July-August shipment, 327s. 6d., c.i.f. CORIANDER.—Moroccan, 71s., spot; new crop July-August shipment, 70s. c.i.f. CUMIN.—Iranian, 200s., duty paid; shipment, 180s., c.i.f.; Syrian, 145s., c.i.f. DILL.—Chinese, 120s., duty paid; 95s., c.i.f.; Indian, 180s.; 140s., c.i.f. FENNEL.—Chinese, 125s., duty paid; 92s. 6d., c.i.f. FENUGREEK—Moroccan, 71s. 6d., duty paid; 61s., c.i.f. Mustard.—English, 55s. to 90s. as to quality.

TURMERIC.—Madras finger, 300s. cwt, spot; shipment (new crop), 260s., c.i.f.

Essential and Expressed Oils

Almond.—Imported, 5s. lb spot. Amber.—Rectified, spot, 2s. 6d. per lb. Anise.—Chinese, 15s. 6d. lb; 15s., c.i.f. BAY.—43s. lb, spot; 41s., c.i.f.

BERGAMOT.—Spot, from 68s. to 78s. lb. BIRCH TAR.—Rectified, 16s. lb on the spot. Bois de Rose.—Brazilian, 19s. 9d. lb spot and 19s., c.i.f.

Buchu.—Imported, 1,100s. lb.

CADE.—Spanish, 2s. 6d. lb, drum lots. CAJUPUT.—Spot from 10s. to 12s. lb.

CAMPHOR, WHITE.—Spot, 7s. 9d. kg, duty paid, 7s., c.i.f.

Cananga.—Java, 24s. per lb.

CARAWAY.—Spot, 55s. lb; English, 75s.

Cardamom.—Indian, 500s. per 1b, English distilled, 830s.

Cassia.—Spot 20s.-25s. per lb for 80-85 per cent., 19s., c.i.f.

Castor.—B.P., £200 ton, naked, ex mill.

CEDAR.—LEAF, 60s. lb; wood, African, 7s. 6d.; American, 13s. 6d.

Celery.—Indian, 135s. per lb; English,

CINNAMON.—English-distilled, 52s. per oz; Ceylon leaf, 16s.; Seychelles leaf rectified, 22s. 6d.

CITRONELLA.—Ceylon, 8s. 6d. per lb spot; 8s., c.i.f.; Formosan, 6s. 3d., in bond; 6s. 6d., c.i.f.; Chinese, 5s. 1½d., in bond; 5s. 2d., c.i.f.

CLOVE.—(lb) Madagascar leaf, May-June shipment, 13s. 6d., c.i.f.; spot, 13s. 9d., in bond, English-distilled bud, 66s (1-cwt lots).

COD-LIVER.—B.P. in 45-gal drums at 12s. per gal, plus 30s. deposit on drums. Veterinary is from 9s. 10d. per gal. 25-ton lots. Delivered terms.

CORIANDER.—From 42s. per lb spot.

CUBEB.—English distilled, 100s. per lb.

CUMIN.—English distilled oil from 120s. per lb. Imported from 100s.

DILL.—Dutch, 60s. lb spot.

EUCALYPTUS.—Chinese, 80-85 per cent., spot nominal; 10s. 6d. kg, c.i.f.

FENNEL.—Spanish sweet, 16s. lb.

GERANIUM.—Bourbon, 97s.-100s. lb.

GINGER.—Imported (per lb); Indian, 365s. Chinese, 80s., nominal; Jamaican, 175s.

GRAPEFRUIT.—Florida, 25s. lb, spot.

JUNIPER BERRY.—English distilled, 270s. lb; imported, 65s.

LAVANDIN.—French, 30-32 %, 24s. lb.

LAVENDER.—French, 40-42%, 50s. lb.

LAVENDER SPIKE.—Spanish, 25s. lb. LEMON.—Sicilian, 35s. to 45s. lb spot.

Lemongrass.—Spot, nominal; 62s. kg, c.i.f. (June-July).

LIME.—West Indian distilled from 70s. per lb.

NUTMEG.—East Indian, 45s. lb; West Indian, 80s.; English distilled, 100s.

OLIVE.—Spot, £345-£350 per ton ex wharf. Shipment: Spanish, £273-£280 metric ton f.o.b.; Tunisian, £280 c. and f., London. ORANGE.—Florida sweet, 6s. per lb.

PALMAROSA.—200s. kg, spot; 200s., c.i.f. PATCHOULI.—Spot, 26s. to 28s. per lb, duty paid; shipment, 21s. to 24s. 6d., c.i.f.

PENNYROYAL.—22s. 6d. lb, duty paid.

PEPPERMINT.—(Per lb) Arvenis: Chinese, 10s. 4½d. spot and c.i.f. Brazilian, 10s. 4½d., spot; 10s. 4d., c.i.f. American Piperita, 40s. to 60s., Italian, 95s.

Petitgrain.—Paraguay for shipment, 18s. lb, c.i.f.; spot, 19s.

PIMENTO.—(Per lb)-- BERRY, imported, 95s.; English distilled, 390s.; LEAF, 24s. c.i.f.

PINE.—Pumilionis, 15s. 6d. to 17s. 6d. per lb; sylvestris, 11s.; abietis, 20s.

ROSEMARY.—Spanish, 12s. lb, spot. SAGE.—Spanish, 19s. 6d. per lb.

Sandalwood.—Mysore spot, 300s. kg East Indian, 315s., c.i.f.

Spearmint.—American, 52s. lb. Chinese spot, 65s. per kg; shipment, 60s., c.i.f.

TANGERINE.—From 35s. to 45s. lb. Vettvert.—Bourbon, spot, 100s. per lb.

UNITED STATES REPORT

NEW YORK, APRIL 29: Supplies of IPECACUANHA remained tight but prices were steady at existing rates. TANGERINE OIL was down 50 cents lb at \$5.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," April 23, No. 4730

SUFFIX, 930,487, by Shell International Petroleum Co., Ltd., London, S.E.1. For chemical products for use in agriculture, horticulture and forestry; manures (natural and arti-

ficial); seed dressings (1)

EYLURE SWINGING LONDON LASHES,
920,429, by Eylure, Ltd., Welwyn Garden
City, Herts. For artificial eyelashes being
toilet articles (3)

TINY WORLD, 920,853, by Intec Proprietaries, Ltd., Morden, Surrey. For soaps, perfumes, non-medicated toilet preparations; essential oils, cosmetics; hair lotions; denti-

Trices and toilet articles (3)
ULEE, 922,146, by E. R. Holloway, Ltd.,
Hatfield, Herts. For perfumes, cosmetic preparations, non-medicated toilet preparations, preparations for the hair, shampoos; artificial eyelashes and artificial nails, all being toilet articles (3)

VISAGE RIVE GAUCHE, B922,238, by Regine Tondowski, Paris, France. For preparations and substances for laundry use; perfumes, non-medicated toilet preparations, essential oils, cosmetics and preparations for the hair, all being goods of French origin; and denti-

STERILODERM, 923,812, by Willows Francis, Ltd., London, E.8. and Epsom, Surrey. For soaps; detergents and cleaning preparations;

all for the skin (3) CALOTHERM, 927,425, by Calotherm Manufacturing Co., Bromley, Kent. For solutions

for cleaning glasses, lenses and records (3)
WASSEN RETAIN, B927,884, by WassenEurop, Ltd., London, W.1. For essential
oils; skin treatment preparations (non-medicated); cosmetic preparations for use in suntanning (3)

POND'S (device), 928,910, by Chesebrough Pond's, Ltd., London, N.W.10. For soaps, perfumes, perfumed non-medicated toilet preparations, essential oils, non-medicated skin creams and lotions and non-medicated hair totions, all being goods for sale in the United Kingdom and for export to the Republic of Ireland and the Channel Islands (3)

POND'S (device), 928,182, by Chesebrough Pond's, Inc., New York, U.S.A. For soaps, perfumes, perfumed non-medicated toilet preparations, essential oils, non-medicated skin creams and lotions and non-medicated hair lotions, all being for export from the United Kingdom other than for export to the Re-public of Ireland and the Channel Islands

LUSTRINE, B931,906, by Clynol, Ltd., London, W.1. For soaps, perfumes, non-medi-cated toilet preparations, essential oils, cos-metics, preparations for the hair and denti-

SARGENOR, 919,826, by H. R. Napp, Ltd., Watford, Herts. For pharmaceutical sub-stances and preparations (5)
HERBAZIN, 921,196, by Fisons Pest Control, Ltd., Harston, Cambs. For herbicides (5)

LORASYL, 924,101, by CIBA, Ltd., Basle, Switzerland. For pharmaceutical preparations and substances for human and veterinary use; chemical preparations for killing weeds

and destroying vermin (5)
MEDI-PREP, 825,223, by Medi-Pack, Ltd.,
Surbiton, Surrey. For medicated preparations for the scalp and the skin; medicated bath preparations, liquid eye-washes, medicated paper, medicated pads for the eyes, breath freshening preparations, medicated oils and deodorants (5)

PODWELL, B930,302, by CIBA, Ltd., Basle, Switzerland. For chemical preparations for killing weeds and destroying vermin (5)

OESTOP, 930,509, by Glaxo Laboratories, Ltd., Greenford, Middlesex. For pharmaceutical and veterinary preparations and substances (5)

OVARIX, 930,511, by Glaxo Laboratories, Ltd., Greenford, Middlesex. For veterinary preparations for controlling animal ovula-

DYFONATE, 933,108, by Stauffer Chemical Co., New York, U.S.A. For insecticides (5) FOLICATH, 920,551, by William Warne & Co., Ltd., Barking, Essex. For rubber urethral catheters (10)

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," April 23

Medicinal composition suitable for treating diseases of the retina. W. Horrmann. 1 153 927

Haemostat. AMP, Inc. 1,153,976.

Cosnetic preparations. Produits de Beaute-Parfums Jean d'Aveze. 1,154,021.

Method of objectively testing ampoules for the presence of extraneous particles in the ampoule liquid. Farbenfabriken Bayer, A.G. 1,154,025.

Cyclohexane dithiocarbonates and their use as herbicides. Monsanto Co. 1,154,075.

Bacteriocidal polyphosphates. Stauffer Chemical Co. 1,154,079.

Detergent removable cleaning and polishing composition. Procter & Gamble Co.

1,154,116.

Method of controlling pests. Mobil Oil Corporation, 1,154,211.

Herbicidal compositions. Co., Ltd. 1,154,250. Mirvale Chemical Griseofulvin composition. Dow Chemical Co.

1,154,283.

Tableting press. Kifian & Co., G.m.b.H. 1.154.289.

Antibiotic prasinomycin and its salts, and the production thereof. E. R. Squibb & Sons, Inc. 1.154.326.

Chemical thinning of seedlings. National Research Development Corporation. 1,154,371. Storing germinative material, Esso Research and Eng. Co. 1,154,380.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, from June 4, 1969.

NEW COMPANIES

P.C.=Private Company. R.O.=Registered Office.

ANGLO-ORIENT CHEMICALS, LTD. (P.C.).—Capital: £100 in £1 shares. Solicitors: Hedleys, 15 St. Helens Place, London, E.C.3.

GELULOSE PRODUCTS, LTD. (P.C.).—Capital: £100. To carry on the business of manufacturers of and dealers in pharmaceutical products, chemists' supplies, etc. Directors: Norman Webb and Derek Schofield. R.O.: 91a King Street, Southport.

SAEZ & CO., LTD. (P.C.).—Capital: £1,000. To carry on the business of importers exporters of and dealers in drugs, chemicals, medicines, etc. Solicitors: Norton, Rose, Botterell and Roche, Kempson House, Camomile Street, London, E.C.3.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, May 5

Brighton and Hove Branch, NATIONAL. PHARMACEUTICAL UNION, Langfords hotel, Third Avenue, Hove, at 8.15 p.m. Annual meeting and address by Mr. H. C. Watkins (chief marketing executive, N.P.U.).

STOCKPORT BRANCH, PHARMACEUTICAL SOCIETY, Polyroda hotel, Stechnoot, 61, 20 p.m. Appendix

Belgrade hotel, Stockport, at 8 p.m. Annual

meeting and films.
NATIONAL PHARMACEUTICAL UNION, Cumberland banqueting suite, Pembury Road, Westclift-on-Sea, at 7 p.m. Staff training conference. Society of Chemical Industry, 14 Belgrave Square, London, S.W.1, at 6.30 p.m. Dr. R. E. Bowman (Parke-Davis & Co.) on "Profadol—A New Potent Analgesic."

Tuesday, May 6

EAST METROPOLITAN BRANCH, PHARMACEUTICAL Society, Wanstead Hospital, London, E.11, at 8 p.m. Mr. H. Oatley (orthopaedic consultant, Wanstead Hospital) on "Osteoarthritis."

EPSOM AND SUTTON BRANCH, NATIONAL PHARMA-CEUTICAL UNION, Charter Inn, High Street,

Epsom, at 8 p.m. Annual meeting.
Ex '69 (International Industrial Training Exhibition and Symposium), Lancaster Hall and Cumberland Suite, Belle Vue, Manchester. Until May 9.

NATIONAL PHARMACEUTICAL UNION, Castle hotel, Castle Meadow, Norwich, at 7 p.m. Staff

training conference.

READING BRANCH, PHARMACEUTICAL SOCIETY,
Southcote hotel, Bath Road, Reading, at 8 p.m. Annual meeting.

SUNDERLAND BRANCH, NATIONAL PHARMACEUTICAL Union, Roker hotel, Sunderland, at 7.45 p.m. Annual meeting.

University of London, Edward Lewis lecture theatre, Middlesex Hospital Medical School, Cleveland Street, London, W.1, at 5.30 p.m. Professor Christof Stumpfe (pharmacological Institute, University of Vienna) on "Action of Drugs on the Electrical Activity of the Red Nucleus."

Wednesday, May 7

GREATER LONDON PHARMACEUTICAL ASSOCIATION, 17 Bloomsbury Square, London, W.C.1, at 8 p.m. Meeting to hear and question Council

NATIONAL PHARMACEUTICAL UNION, Great White Horse hotel, Tavern Street, Ipswich, at 3 p.m. Staff training conference. SOCIETY FOR ANALYTICAL CHEMISTRY, School of

Pharmacy, University of London, Brunswick Square, London, W.C.1, at 2.30 p.m. Meeting on "Why Particle Size Analysis?" Speakers include Messrs P. Sherman (Unilever Research Laboratories) on "Importance of Particle Size Analysis in Studies on the Rheological Properties of Emulsions," E. Craker (Laporte Industries, Ltd.) on "Size Analysis and the Effects of Dispersion," and N. A. Armstrong (Welsh School of Pharmacy) on "Particle Size Analysis in the Pharmaceutical Industry."

SOUTH LONDON AND SURREY PHARMACISTS'
GOLFING SOCIETY, Kingswood Golf Club,
Tadworth. Play for Widocks Memorial trophy and Bobby Locke trophy.

Thursday, May 8

DURHAM COUNTY BRANCH, PHARMACEUTICAL SOCIETY, Red Lion hotel, Chester-le-Street, at 8 p.m. Buffet dance.

NATIONAL PHARMACEUTICAL UNION, Randolph hotel, Beaumont Street, Oxford, at 3 p.m. Staff training conference.

SWINDON BRANCH, PHARMACEUTICAL SOCIETY, Great Western hotel, Swindon, at 8 p.m. Dr. J. R. Purser on "Nigeria."

Sunday, May 11

NATIONAL PHARMACEUTICAL UNION, Palace hotel, Torquay, at 2.30 p.m. Area meeting. Mr. J. Reed (chairman, N.P.U.) on "N.P.U. Policy;" Mr. J. O. Bond (a member of the Executive, chairman, N.P.U. Holdings, Ltd., and a director, N.P.U. Marketing, Ltd.) and Mr. H. C. Watkins (chief marketing executive, N.P.U. Marketing, Ltd.) on "N.P.U. Marketing;" and Mr. H. B. Coulson (a member of the Executive and chairman, Pharmacy Assistants Training Board) on Pharmacy Assistants Training Board) 'Staff Training in the Light of the Industrial Training Act.

STIRLING AND CENTRAL SCOTTISH AND FIFE BRANCHES, PHARMACEUTICAL SOCIETY, Gartwhinzean hotel, Powmill, at 2.30 p.m. Mr. A. D. Thornton-Jones (joint secretary, Joint Formulary Committee) on "Prescribing and Dispensing in the Metric System.'

Advance Information

INTERPHEX, Olympia, London, W.12, December 9-12, 1969. Organisers, B.P.S. Exhibitions, Ltd., 6 London Street, London, W.2. RETAIL ALLIANCE, County and Station hotel, Court Square, Carlisle, at 7.30 p.m. Decimalisation meeting.

PRINT AND PUBLICITY

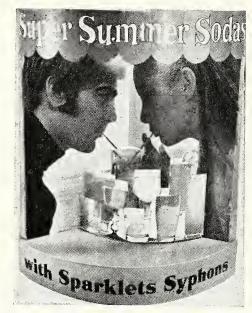
A GIRL in a sauna bath provides, in the latest television commercial for Sure roll-on deodorant, what is understood to be the first-ever visual demonstration of an antiperspirant. Through a haze of steam, the roll-on is seen being used to write the initial "S" on the girl's back. The "S" is seen to dry quickly and, as the girl begins to perspire, is seen clearly reversed out of the beads of perspiration on her back. The makers, Gibbs Proprietaries, Ltd., P.O. Box 1DY, Hesketh House, Portman Square, London, W.1, say that consumer research has shown the need for an effective demonstration of the product because women generally considered roll-on anti-perspirant to be slow-drying and sticky. The Sure formula was tested against competitive products and found to be clearly the fastest-drying and most effective brand on the market. The new commercial shows the advantages to maximum effect.

PRESS ADVERTISING

LILIA-WHITE (SALES), LTD., Charford Mills, Birmingham 8: Dr. White's and Lilia sanitary towels. In women's magazines,



COUNTER DISPLAY UNIT: Newly produced for California syrup of figs, the point-of-sale unit illustrated. It is colourful, folds flat when not in use and is 11 in high, 7 in wide and 4½ in deep when mounted. The design was devised and produced in the design studio of the manufacturers, Phillips, Scott & Turner Co., 2 St. Marks Hill, Surbiton, Surrey. Theme is the product's use in treating children's constipation. The unit holds eight small and three large bottles.



SUMMER THEME BOOSTS SALES: Because promotion of long sunmer squashes and sodas has heen found to hoost Sparklets bulb sales, the makers, the British Oxygen Co., Ltd., Hannauersmith House, London W.6, have chosen the theme "Super Summer Sodas" for their 1969 summer display stand. The stand, printed in full colour, comes packed flat as a single piece and takes one or two syphons and a pack of bulbs. It can also be erected as a two-tier unit. Use of different planes gives strong depth using mininum base area.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications

Oral contraceptives. Effect of on glucose tolerance. *Lancet*, April 26, p. 857. Bacterial infections—II. Some principles in

BACTERIAL INFECTIONS—II. Some principles in the chemotherapy of *Brit. med. J.*, April 26, p. 209.

ANALGESIC NEPHROPATHY. Renal function in. Brit. med. J., April 26, p. 213.

EMEPRONIUM BROMIDE. Clinical trial of in

Emepronium Bromide. Clinical trial of in nocturnal frequency of old age. *Brit. med. J.*, April 26, p. 216.

DISODUM CROMOGLYCATE in the prevention of induced asthma. *Brit. med. J.*, April 26, p. 220.

WORLD TRADE

Cardiac Drug from Indian Seeds.—
E. Merck, Darmstadt, Germany, are expected to be given the licence to manufacture a cardiac drug from the seed of *Thevetia neriifolia*, an indigenous herb in India, isolation of the active ingredient of which was worked out by a team at Delhi University. Results of studies in India and Germany are reported to have been so encourag-

ing that the German firm offered to manufacture the drug and the Government seems to have decided to accept,

Prescribers Press

What doctors are reading about developments in drugs and treatments

SUPERIORITY of emepronium bromide (Cetiprin) over placebo in diminishing urinary frequency has been demonstrated in a general-practice, double-blind, cross-over trial. The subjects were elderly women living in their homes, and dosage was 150mg on retiring. When active drug was given first, there was a carry-over of effect into the placebo period, suggesting that, since the drug is almost fully excreted in twenty-four hours, a new pattern was being established in the habit of rising at night to pass urine. The authors therefore propose that short courses of the drug rather than continuous therapy, might be investigated. Three of thirteen patients did not benefit from the drug, and it is suggested that it should be withdrawn in such cases after three to four weeks. Side effects were negligible (B.M.J., April 26, p. 216).

PREVIOUS clinical trials with disodium cromoglycate show no convincing evidence that, in a high percentage of cases, the drug improves bronchial asthma, though the compound seems to help a small minority, say workers at the asthma polyclinic, Free University of West Berlin, Germany. In their own trials, only two of thirteen patients with allergic asthma were protected fully from an allergen-induced allergic shock. Nor did inhalation of cromoglycate improve lung function in five patients with long-standing chronic asthma. The drug was given as an aerosol of a watery solution. The authors' belief was that the "coarse powder" administered by the Spinhaler would not reach the finer bronchioles. They criticise some other trials on those grounds, but were convinced that one in ten or one in five patients could be protected or improved with the drug. That degree of success they contrast with the "transitory rôle", some years ago, of chellin, which was not effective in enough patients to make it a generally useful treatment (B.M.J., April 26,

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—May 11-17																		
PRODUCT				London	Midland	Lancashire	Yorkshire	Scotland	Wales & W	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Andrews liver salt			•••	3/45	3/45	3/45	3/45	4/60	3/45	4/60	3/45	4/60	3/45	4/60	3/45	4/60	3/45	4/60
Askit powders	•••	•••		_	_	_		4/42	_						3/29	2/30		
Aspro		•••		4/74	3/44	3/67	4/97	3/90	2/37	4/74	3/67	2/67	_	2/37	2/37	1/7		4/97
Bellair hair spray, shampoo				11/330	6/180	6/180	7/210			_		_		_	_			
Dentu-creme				3/90			_	3/90		3/90	_	3/90				_	_	
Milk of Magnesia	•••	• • •		3/45	4/60	3/45	4/60	3/45	4/60.	3/45	4/60	3/45	3/45	4/60	3/45	4/60	3/45	4/60
Poli-grin				_	_				2/60	_	_	_		_	_	_		_

Achromycine HCI

Price Reductions

Lederle Laboratories are pleased to announce that, in keeping with their established policy of reducing basic N.H.S. costs wherever possible, they are again able to lower the prices of Achromycin tablets and capsules.

As from May 9th 1969, therefore, the basic N.H.S. costs of these products will be as follows:

Achromycin Tabs 250 mg x 100 £1.10.6 x 1000 £14.14.0

Achromycin Caps 250 mg x 100 £1.10.6 x 1000 £14.14.0

Achromycin will therefore be priced at the reimbursement level and has the added advantages of Lederle quality control and fifteen years of proved value in medical practice.



LEDERLE LABORATORIES

A division of **Cyanamid** of Great Britain Ltd., Bush House, Aldwych, London W.C.2

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ACT91



Caress your skin with VELOUTY, the modern ALL-IN-ONE instant beauty make-up reveals and keeps your beauty natural.... It protects your skin against the wind and sun.... gives you new attractiveness wherever you may be... VELOUTY means pure beauty, the fresh untouched look that excites the imagination and lets you be just yourself. Choose from seven shades, ... Natural, Peach, Rachel, lvory, Apricot, Sungold and Ochre.

Available in Tubes and Jars from Chemists and Beauty Counters



POWOER CREAM

The ALL-IN-ONE Make up.

A complete modern beauty treatment.

In shades of Ivory, Natural, Ochre, Peach, Sungold, Apricot, Rachel

FROM YOUR USUAL WHOLESALER OR DIRECT FROM DIXOR LTD. ST. LEONARD'S RD., MORTLAKE SW14 Advertised widely throughout 1969 in leading women's journals

SUGGESTED RETAIL PRICES:

- PLASTIC JARS—6/5 each (Trade 37/- doz.)
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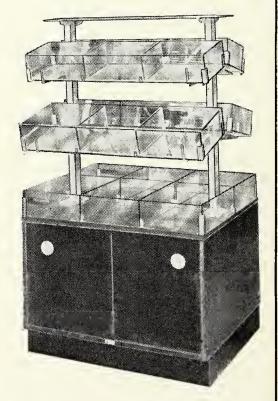




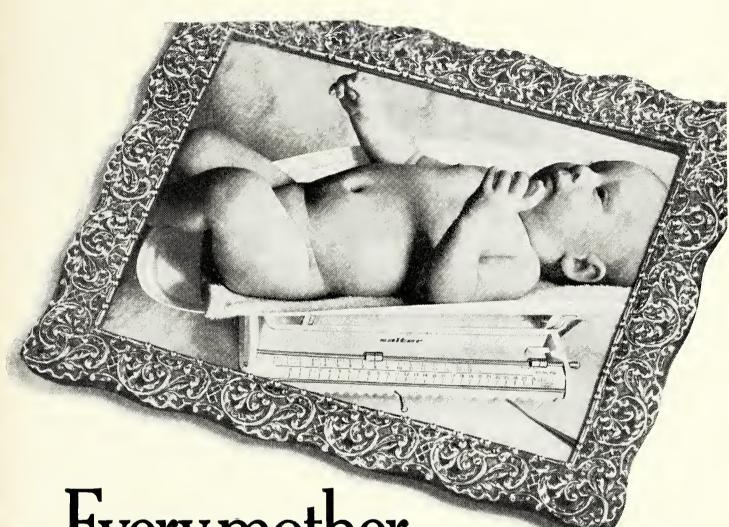
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30" GONDOLA EV/34/SD/30



Every mother wants to see her baby grow...

which is why the new Salter Baby scale is a certain seller!

During the first vital months of a child's life, nothing shows a mother her baby is growing better than a Salter Baby Scale.

For this compact, easy-to-use scale is extremely accurate. Will faithfully record every new ounce and pound. Has an enormous capacity too. In fact this scale will comfortably weigh babies right up to 27 lbs. So it's suitable for month after month of growth.

And the usefulness of the Salter Baby Scale doesn't end when a baby grows too big for it, either. For this is a dual purpose weigher. Just detach the cradle unit, fit the

alternative platform and it becomes a really handy kitchen scale. Solid, dependable. Superbly made—to last. And with the same high returns you get from all Salter products.

For further information contact John Ralley at West Bromwich 1093.

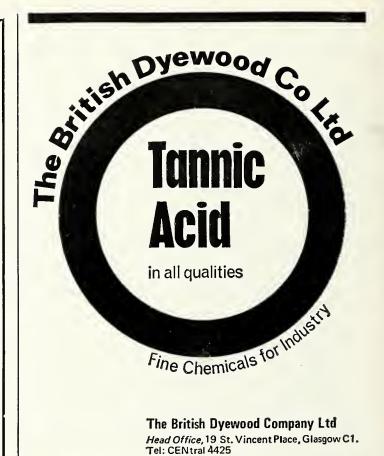


Do not disappoint your customers —stock and display

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Powders and tablets for the safe and speedy relief of headaches, colds, chills, rheumatic and nerve pains.

EX ALL LEADING WHOLESALE HOUSES





NEW PRODUCT:-

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Tel: CENtral 5272

A new range of products available in form of Bath-sachets, Shampoo and Soapless-bar:

AVEENO - BAR —
ACNAVEEN BAR — SEBAVEEN
(Shampoo)

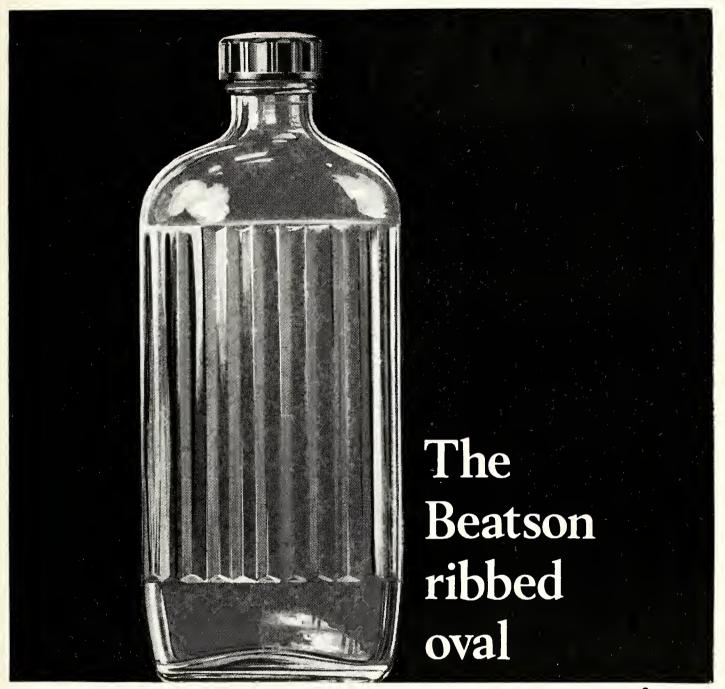
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OATMEAL (Bath)
AVEENO OILATED (Bath)

Treatment for use in variety of minor skin disorders. Now being detailed to the Medical Profession.

Aveeno Dermatologicals - Div. Cooper Labs. Inc. Harrison, N. J., U.S.A

Sole United Kingdom Distributors:

DALES PHARMACEUTICALS LTD.
POWER ROAD, CHISWICK, LONDON, W.4
Tel:01-994 1441



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made to BSS 1679 part 7.



BSI Symbol for the change to the metric system

The new series of Beatson Metric ribbed ovals is made in five sizes — 50, 100, 200, 300, 500 ml. R/3 series neck finishes.



Beatson Glass Containers — clearly the best

BEATSON, CLARK & CO. LTD.

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SORE THROATS DON'T END ON WAY 31st

TYROZETS' SPRING BONUS OFFER DOES-ACT NOW!

Summer may be on the way but that doesn't mean the end of the sore throat season. So make sure you have stocks of 'Tyrozets' at the ready—reap the benefits of the special spring bonus offer before it ends on May 31st. Each 'Tyrozets' Lozenge contains 1 mg tyrothricin and 5 mg benzocaine. Retail price is 2s 6d per vial of 12 (exempt from purchase tax).

Open to chemists only

Ask our Representative for details or write to:



Merck Sharp & Dohme Limited, Hoddesdon, Hertfordshire Telephone, Hoddesdon 67123

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Address Box Number Replies to: Box..., THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2. Tel.: 01-353 6565 This service does not extend to the forwarding of samples.

Hospital Appointments

HERTFORD COUNTY HOSPITAL Hertford, Herts.

Senior Pharmacist (Category III)

Applications invited for above post. Department responsible for purchase and issue of drugs, dressings, surgical instruments etc., for above and two smaller hospitals. Whitley Council salary and conditions. Apply to Hospital Secretary, giving details of age, qualifications, and experience, with names of two referees.

ROYAL FREE HOSPITAL Senior Pharmacist

Applications are invited for the post of Senior Pharmacist with special responsibility for in-patient pharmacy. A new system of drug distribution to wards is in process of introduction. Salary on scale £1,220 per annum plus London Weighting and higher qualification allowance rising to £1,520 per annum. Additional payment is made for regular evening clinics. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1.

APPOINTMENT OF SENIOR PHARMACIST

Applications are invited from suitably Applications are invited from suitably qualified persons for an additional post of Senior Pharmacist at the Kent County Ophthalmic and Aural Hospital, Maidstone. Duties will include visits to Linton Hospital and other hospitals in the Group; mileage allowance payable. Salary according to professional experience within the scale £1,220-£1,520 a year.

Applications stating age, qualifications, experience and the names and addresses of two referees to be sent as soon as possible to the Group Sec-

as soon as possible to the Group Secretary, Central Kent Hospital Management Committee, 103, Tonbridge Road,

ROYAL FREE HOSPITAL

PHARMACIST

Applications are invited for the post of Pharmacist at the above Hospital. Salary on scale £1,152 per annum plus London Weighting, rising to £1,448 per annum with higher qualification allowance and extra pay for evening clinics. Applications naming two refcrees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1.

Barnet Group Hospital Management Committee

BARNET GENERAL HOSPITAL, Wellhouse Lane, Barnet, Herts.

Senior Pharmacist

required in Group Pharmacy of Category V Hospital. Whitley Council salary and London Weighting. Pleasant, modern, comprehensive. Pharmacy. Apply to Group Pharmacist.

BOARD OF GOVERNORS OF GUY'S HOSPITAL

Applications are invited for the post of Group Chief Pharmacist which will become vacant on the 25th September, 1969, following the retirement of the present holder. The successful applicant will have the opportunity to assist in planning a completely new department in the next phase of the Hospital's re-building scheme. Salary on Chief Pharmacist V Scale, including London Weighting and Teaching Hospital allowances, £2,413 rising to £3,072 by 9 annual increases. Applications, giving full particulars of age, qualifications and experience, together with names of three referees to be submitted not later than the 20th May, 1969 to the Clerk to the Governors, Guy's Hospital, London, S.E.1 (from whom any further particulars may be obtained).

DEPUTY CHIEF PHARMACIST

required for this General Hospital of 541 beds. Wide variety of work, including Specialist Departments in Thoracic and Plastic Surgery, with opportunity to gain experience at other units in the Group.

The post is vacant from 19th May, 1969, the salary scale for which is £1,383-£1,751 per annum (Category V). Residential accommodation may be available.

Applications in writing stating age, qualifications, experience together with the names and addresses of two referees to be sent as soon as possible to the Hospital Secretary.

> SHOTLEY BRIDGE GENERAL HOSPITAL Consett, Co. Durham

ROYAL FREE HOSPITAL

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist with special responsibility for out-patient pharmacy. The opportunity also exists for participation in a new system of drug distribution to the Wards. Salary on scale £1,220 per annum plus London Weighting and high qualification allowance rising to £1,520 per annum. Additional payment is made for regular evening clinics. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, Lordon W.C.1. London, W.C.1.

BARNET GENERAL HOSPITAL Wellhouse Lane, Barnet, Herts.

Pharmacy Technician I

required for duties in the Group Pharmacy at Barnet General Hospital. Apply Group Pharmacist.

ILFORD & DISTRICT H.M.C.

Locum Pharmacist

any weeks July/August/September 1969. Apply to Group Secretary, King George Hospital, Eastern Avenue. Newbury Park, Ilford, Essex.

SHOTLEY BRIDGE GENERAL HOSPITAL

Consett, Co. Durham

Senior Pharmacist

required for this General Hospital of 541 beds. Wide variety of work, including Specialist Departments in Thoracic and Plastic Surgery, with opportunity to gain experience at other units in the

gain experience at Group.

The post is vacant 21st May, 1969, the salary scale for which is £1,220 - £1,520

Applications in writing stating age, qualifications, experience together with the names and addresses of two referees to be sent as soon as possible to the Hospital Secretary.

Barnet General Hospital Wellhouse Lane, Barnet, Herts

Postgraduate Pharmacy Student

required to commence July/August. Modern and pleasant pharmacy. Apply Group Pharmacist.

ROYAL INFIRMARY OF **EDINBURGH**

Pharmacist, Locum

for Group Pharmaceutical Department. Whitley Council rates and conditions. Accommodation may be available for lady. Write Personnel Officer, giving full details and names of two referees.

Hospital Appointments - continued

WALTON HOSPITAL

is a fully acute hospital of 950 beds serving a population of 450,000 persons. At the present time it is being redeveloped and the second phase of its redevelopment consisting of a Pharmacy, X-Ray and Central Sterile Supply Department has recently been opened. The Pharmacy Department is designed to serve the new prototype out-patient department designed by the Department of Health and Social Security, and as a Group Pharmacy for the whole of the North Liverpool Hospital Management Committee. For this department,

SENIOR PHARMACISTS

are now required, salary scale £1,220 to £1,520 per annum, who will work a five day week (Monday to Friday). Applications, in writing, should be sent to the Hospital Secretary, Walton Hospital, Liverpool, L9 1AE as soon as possible.

CANTERBURY GROUP HOSPITAL MANAGEMENT **COMMITTEE**

Applications are invited for the post of

GROUP CHIEF PHARMACIST

Category V Hospitals.

Vacancy created by the sudden and untimely death of Mr. John C. Durnan on 6th April, 1969.

Salary scale £1,668 - £2,327 plus allowances, at present £195 per annum.

Further information and application forms available from Group Secretary, Central Office, Nunnery Fields Hospital, Canterbury (Canterbury 64661) to whom applications should be returned not later than 12th May, 1969.

NETHERNE HOSPITAL Coulsdon, Surrey CR3 1YE

Locum Pharmacist

required urgently.

Salary £28 8s. 0d. per week plus London Weighting allowance. Applications to the Hospital Secretary.

ST. BARTHOLOMEW'S HOSPITAL London, E.C.1.

Pharmacist required

Pharmacist required
S-day week. Basic salary plus London
Weighting (£90) and higher qualification
allowance (£25) if applicable. Extra pay
for evening clinics. Post offers varied experience in a Teaching Hospital and accommodation may be available. Applications, with full particulars and naming two
referees to Chief Pharmacist, quoting reference No. ASC/1864.

ROYAL SOUTHAMPTON HOSPITAL

Fanshawe Street, Southampton, SO9 4RE

Deputy Chief Pharmacist

required in this busy category V department. The Royal Southampton Hospital will form part of the teaching complex at present being developed in Southampton.

Salary scale £1,381-£1,751.

Applications to Hospital Secretary as soon as possible.

BRO MORGANNWG HOSPITAL MANAGEMENT COMMITTEE

required for duties as necessary at Glanrhyd, Parc and Hensol Castle Hospitals. Possession of the Apothecary's Hall Certificate desirable but not essential. Whitley Council salary scale according to qualifications and experience. Application forms obtainable from Group Secretary of the Committee, Garthmor, Old Road, Neath, Glam.

ROYAL INFIRMARY OF **EDINBURGH**

Pharmacist

for Group Pharmaceutical Department. Duties may include attendance at the new Eye Pavilion Whitley Council Rates and Temporary accommodation Conditions. may be possible for a lady. Write Personnel Office, with full details and names of two referees.

ST. JAMES' HOSPITAL Balham, London S.W.12

Senior Pharmacist required in this Category V Hospital of 589 beds. Modern, well-equipped department including recently opened sterile preparations department. (Preliminary visits welcome.) Detailed applications with names and addresses of two referees, to Hospital Secretary (01-672 1229).

SITUATIONS VACANT **RETAIL**

LOCUMS

required (May and June) for holiday relief, Erdington, Great Barr, Shard End. Long or short periods. Applications to Superintendent Chemist, Birmingham Co-operative Chemists Ltd., 422-4 Coventry Road, Small Heath, Birmingham 10.

Situations Vacant Retail—Cont.

MANAGER required for North London pharmacy option to purchase if required. Finance available, Box C 1404.

DISPENSING ASSISTANT required for busy privately owned business. Five day week. A. J. Campbell Ltd., 133 Bath Rd., Slough, Bucks.

VERE STREET, London W.1

Experienced Unqualified Dispensing Assistant

Lady who is methodical, quick and accurate required mainly for dispensing and some counter work. The hours are based on 38 hour week but with no late rota and the staff have alternate Saturday mornings off. Some holiday this year. Bonus and Pension Schemes.

Please write for an application form to the Deputy Personnel Manager, Allen & Hanburys, Ltd., Bethnal Green, London,

VACANCY occurs for unqualified assistant, male or female, in busy city pharmacy. Good salary and conditions. Holiday arrangements honoured. Mr. Zamet 253 2129.

UNQUALIFIED ASSISTANT, either sex, required immediately for West End pharmacy. Salary according to experience and capability. Phone 636 7094.

NORTHERN IRELAND. Qualified chemist for pharmacy in South Antrim. Salary by arrangement. Applications in writing to: Magee & Hillam, Accountants, 3 Crescent Gardens, Belfast 7.

LONDON, E.1.

A GENTLEMAN REQUIRED

with a keen ability and enthusiasm for general duties with knowledge of photo-graphy.

Apply stating age and experience to BOX C 1418.

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MANUFACTURING CHEMISTS in Dublin offers their services to any firm wishing to enter the Irish market. This is an established firm with representatives covering Ireland and having excellent connections with the medical profession, retail and wholesale chemists, etc., with facilities for introduction and distribution of products. Box No. C 1400.

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required in most territories to handle attractive range of high quality cosmetics. Highest possible commission paid. Excellent opportunity for right man. Replies to Box C. 1414,

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RESIDENT SOUTH LONDON
For South and Southwest Area, Well
known Toilet Preparations, Calling on
Chemists and Departmental Stores.

Cosmetique Vigdor (Londres) Ltd., 66, Pentonville Road, London, N.1.

OVERSEAS APPOINTMENTS

Malawi

Qualified Pharmacist required by old-established Pharmacy. Single person preferred but not essential. Salary £2,500 p.a. plus 25% tax free gratuity at end of three-year contract. Accommodation available or an allowance. Generous leave. Fares (including return) paid. Write with details of qualifications and experience, etc., to

> Manager, Keep Brothers Limited, 123/7, Cannon Street, London, E.C.4.

REPRESENTATIVES

REPRESENTATIVES required by CAR-DINELL1 to call on clients and stores with their nationally advertised range of eye-lashes. Existing accounts given. Good salary, commission and expenses. Car owners apply in writing to — 339, Green Lanes, Haringey, London N.4.

SITUATIONS VACANT GENERAL

SURGICAL INSTRUMENT MAKERS require male assistants age between 25-50 with Operating Theatre or other experience in handling surgical supplies. Pension scheme. Good prospects. Send particulars, age etc. in writing for appointment: DOWN BROS. and MAYER & PHELPS LTD., Church Path, Mitcham.

SITUATIONS WANTED

PURCHASING EXECUTIVE

SEEKS SIMILAR POSITION

Sixteen years purchasing experience with an international Company manufacturing Toiletries and Medicinal products. Responsible for an expenditure of £4,000,000 per annum covering all raw materials, packaging, printing, etc.

Enquiries should be sent in confidence to: the Security Manager, G. Street & Co. (Provinces) Ltd., Dennis House, Pall Mall, MAN-CHESTER. M2 1HT. quoting Ket: SG1-Advertising retainers.

SENIOR SALES REPRESENTATIVE of Britton Malcolm Co., Ltd. (Chemist Sundries) seeks situation as representative to a reputable firm, full or part-time, operating in South West, South East London and Kent. Car available. Free from 1st July, Reply to: Mr. F. S. Anderson, 99, Claverdale Road, Tulse Hill, London, S.W.2. Tel. 01-674 4195.

Tehran

International Pharmaceutical Company invites applications from Iranian nationals, returning home shortly, for a senior Production appointment in their newly established factory in Tehran. Initially the candidate would assume supervisory responsibility in the Production areas, but he must have the ability to become Production Manager within eighteen months of appointment. Previous experience is not necessary, but qualification in Pharmacy and a good command of English are essential. Applications to General Manager, Parke Davis & Co., Staines Road, Hounslow, Middx.

SITUATIONS VACANT INDUSTRY



Analytical Development

Continued expansion of our Pharmaceutical Development Programme creates an interesting opportunity for a Technician with 'A' level or O.N.C. in Chemistry or Applied Biology. The position involves working with a team of scientists to evaluate the stability of new drugs in various dosage forms. Previous experience in a Quality Control laboratory of a pharmaceutical or food manufacturing company would be an advantage.

Excellent conditions of service are offered in congenial surroundings near Maidenhead. A non-contributory Pension and Life Assurance scheme is operated.

Applications giving all relevant details should be made to:
The Personnel Officer,
John Wyeth and Brother Limited, Huntercombe Lane South, Taplow, Maidenhead, Berks.

G.D. SEARLE and CO. Ltd. require experienced TABLET MAKERS

to help establish the pharmaceutical department in our new factory at Morpeth, Northumberland in the early Autumn of this year.

Experience of Searle products will be gained during a training period in our existing facilities at High Wycombe prior to the move.

These posts offer an opportunity to join an expanding company with a modern outlook and excellent conditions. Please write to—

Mr J. B. Jackson, Personnel Officer, G. D. Searle and Co. Ltd., Main End Road, High Wycombe, Bucks.

FRENCH PERFUMERS urgently require male or female manufacturing assistant for their laboratories. Telephone for details 01-998 1646.

WAREHOUSE MANAGER required for small growing wholesale chemists in Birmingham. Apply with full details of experience, etc., to Box C 1417.

PLEASE MENTION C & D WHEN REPLYING TO ADVERTISEMENTS

BUSINESSES FOR SALE

LONDON Modern Pharmacy for sale. N.19. Turnover over £20,000. 01-703 7077.

£900 S.A.V. Chemist Sundries — Toilet Requisites Business. Smart shop, main road, shopping centre, nr. Richmond. Rent £275 per annum.—Details 01-892 1266.

OLD ESTABLISHED COMPANY

Two Pharmacies in Greater London, Kent area.

Very good leases. Total turnover 1967-68, £34,432 inclusive. N.H.S. £17,885. Would sell pharmacies separately. Offers invited.

Accountants, 20 Mayplace Road West, Bexleyheath, Kent. Tel: 01-304 1399

LARKHALL

Susiness at present carried on as Drug Store with large Cosmetic and Toiletry, Photographic Materials, etc. Trade for sale in main Shopping street. Until recently was a Registered Pharmacy and is fitted suitably for that purpose with modern Display Cases. Large front shop, back shop and store, Inside Toilet, The premises may be purchased or leased.

or leased.

Rateable Value £322

For arrangements to View telephone Larkhall 48.

Offers to T. J. & W. A. Dykes, Writers, 105, Cadzow Street, Hamilton.

SMALL DRUG STORE, with 2 bedroomed flat above, Bucks area, 19 years' lease. Low rental. Ideal for first pharmacy. £3,500 stock at valuation. pharmacy. Box C 1416.

BUSINESSES WANTED

SPECIALLY WANTED

A business in South or South West England, or possibly South Wales (Cardiff), with a turnover of £70,000 plus, in a first class trading site, with large N.H.S., good agencies and fully staffed, for substantial client.

Details (in the strictest confidence) please, to

Ernest J. George and Co., Chichester House, 278/282 High Holborn, W.C.1.

Tel. 01-405 7406/7 (Ref. A.L.O.)

BUSINESS OPPORTUNITIES

PROSPEROUS PERMANENT EXISTENCE

German Import-Export Enterprise offers for this place

DEPOSIT Conditions: Warehouse as well as realizable capital in cash in the amount of DM. 50,000.

Please apply to Box C 1412

TRADE MARKS

Trade Marks for Sale. MEBIOL. class 5 (iv) and BIOMEDIC class 5 (iv). Medico-Biological Laboratories Limited, Hampton,

Situations Vacant Industry-Continued.

TABLET COATER

Due to expansion Wright Layman & Umney Ltd., require the services of an additional Tablet Coater in their factory in Southwark, London, S.E.1.

Application should be made in writing giving full particulars of previous experience, age and salary required to Personnel Manager,

Wright Layman & Umney Ltd., 66/76, Park Street, Southwark, London, S.E.1.

FOR SALE

RETIRED PHARMACIST offers 200 Unichem shares for sale. Box C. 1415.

SURPLUS TO REQUIREMENTS. Single and Twin-head Liquid filling machines, Heat-seal machine, tablet pleat wrapping machine, copper water-jacketed, electrically heated urns etc, all in good working order, seen Liverpool. Telephone 051-733 7379 between 11.00 a.m. and 1.00 p.m. or write. Box C 1413.

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HARRY SINCLAIR LIMITED 74, Manley Road, Whalley Range, Manchester, M16 8WB Telephone: 061-226 1242

FOR SALE, Retail chemist's printed adhesive stick-on-labels, together with Tickopress, printing machine, and 2,000 "name and address" chemist blocks. Areas: London, Home Counties, Scotland. Also quantities of packed goods for sale neutral label. 25 Auckland Street, London, S.E.11. Telephone No. REL 9494.

SAVE UP TO 30% on all consumer durable goods — electrical goods, furniture, radios, etc. Famous Manufacturers deliver direct to you. Write for free 32-page Discount Shopping Guide to Discount Shopping Centres, Western House, 65/67 Western Road. Hove, Sussex. Tel.: Brighton 778922/3.

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WANTED. We want to purchase—Old drug drawers, display cabinets, bottles, carboys, pill rollers, plaster machines, shop signs, exterior and interior. In fact anything old. We dismantle and collect 100 miles radius of London—121, Consort Road, Peckham, London, S.E.15. 01-639 6362.

WE WILL PURCHASE for cash a WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8.

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9/- per 18 words minimum. 6d. a word thereafter.

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Classified Dept., Chemist and Druggist, 28 Essex Street, Strand, London, W.C.2.

PHONE TO:

01-353 6565 Ext. 127.

Sunsilk Hair Spray the Brand Leader that doesn't rest on its laurels





MAY 3 1969

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Created for easy, speedy leg application

Now you can offer Veet 'O' in gently-flowing Lotion form, as well as Cream. It's the silkiest . . . it's the smoothest! Formulated to have just the right consistency for the easy depilation of larger areas. Perfect for legs—quick and convenient. Veet 'O' Lotion is just as effective as Cream, but your customers will now have a simple choice—Cream or Lotion. Ask your representative to show you the new display material.



Advertising to launch Lotion starts this month

followed by combined Cream and Lotion advertising up to October. Large space Ads. will appear in the "Daily Mirror" and "Sunday Mirror", with full pages and half pages in a wide selection of leading women's magazines. So display Veet 'O' prominently during these peak-selling months and show that you are a Veet 'O' stockist.

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